A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

PERIODICAL READING ROOM

December 10, 1962

Business Bulletins *from around the world*

AUSTRALIA—Government approval of airport development program involving estimated $67 million announced by Prime Minister Menzies. Major features include construction of international passenger terminal building at Sydney and important airport improvements in other parts of country. "International standard" jetport for Melbourne, costing some $22.5 million, to be opened in 1967.

General Motors-Holdens, wholly owned subsidiary of General Motors Corporation, recently produced millionth Holden. GM-H, Australia's largest producer of automobiles, started production November 1948 and share of the Australian market has often run to 45% or more. General Motors has spent nearly $170 million on plant expansion in Australia and production now is over 600 units daily.

BOLIVIA—First chlorine factory in country, constructed with local money, inaugurated. Capacity of 1,500 kilos of chlorine may be expanded in future to 3,500 kilos monthly, sufficient for entire country. Five hundred to 600 kilos of calcium hydrochloride will be produced monthly as by-product.

CONGO (Leopoldville) — Investment Guaranty Agreement with U.S. concluded November 17, permitting U.S. to insure American investors against inconvertibility, expropriation, and loss due to war, revolution or insurrection.

CYPRUS—Forrest Oil Corporation granted oil prospecting rights for 5 years, with option to extend to 12 years. Government reportedly to share returns with company on 50-50 basis. Agreement provides for mining lease of up to 60 years if oil found.

EL SALVADOR — "Legislative decree" prohibiting importation of nonfat (less than 22% butterfat) dry milk no longer applies, Ministry of Economy announces. Imports of such milk for industrial use now permitted.

FRANCE—Pratt & Whitney of West Hartford, Connecticut, and French firm, Davum (selling metals and metal products), create Hartford & Cie in Asnieres, Paris suburb, to manufacture automatic turret lathes and other machine tools, accessories, tools and gauges. Firm, capitalized at about $100,000, to produce for France and other markets, except U.S. and Canada.

Diamond Alkali Co. of Cleveland and French firm, Prosim (manufacturer of resins for ion exchangers) create new company, Dia-Prosim, at Vitry-sur-Seine, Paris suburb, equipped with laboratories to serve industry in European market.

GABON—New company, Gabunis —established by French firm Societe du Haut Ogooue—to train and start Gabonese retail merchants in business. Eight stores to be opened, provisioned and controlled by Gabunis but under Gabonese management. At end of 4-year period, Gabonese retailers showing business and administrative competence will be given opportunity, with assistance of Gabanese Development Bank, to acquire proprietorship of stores and become independent tradesmen.

INDIA — Announcement of import policy for October 1962-March 1963, already delayed 6 weeks, not expected until some time in December because of Indo-Chinese hostilities. Authorities examining foreign exchange situation with view to meeting new defense requirements without seriously impairing production of essential goods and export commodities. Lower quotas for consumer goods expected.

PHILIPPINES—Motorola Co. signs licensing arrangement with Conception Industries, Inc., for manufacture of Motorola line of electronic equipment in Philippines.

Philippine firm of Milk Industries, Inc., joins Australian Dairy Products Board and Asia Dairies, Inc., for establishment of evaporated milk plant in Philippines. Joint venture calls for investment of $770,000 by Australian group and annual production target of 1,800,000 cases of evaporated milk.

TAIWAN—Local agents for Philips Co. of Holland start assembly of 23-inch and 19-inch television sets using Philips parts. Sets to be sold on domestic market beginning in December.

First Canadian investment in Taiwan received Chinese Government approval in October. Foreign firm will invest jointly with local Taiwan businessmen to repack bulk milk powder imported from Canada. Product to be sold on domestic market and also exported to Southeast Asian countries.

TURKEY—West German press and broadcasting authorities reportedly agree to provide necessary technical assistance and equipment for establishment of tv network station and improvement of existing radio stations. Italian authorities also agree to train future Turkish technicians and program managers in Italy.

URUGUAY—Imports from U.S. in third quarter 1962 amounted to $14,-168,089, approximately 20% of total imports. In terms of absolute value, imports from U.S. in quarter were about equal to those of corresponding 1961 period.

Foreign Trade Bank, subsidiary of Banque pour le Commerce Suisse-Israelian of Switzerland, open for business in Montevideo. With 20 million pesos (about $1.8 million) capital, reportedly all paid in. Institution to specialize in financing international trade, including not only Uruguay's but also with third countries.

VIET-NAM—Effective November 23 all international telephone, telegraph communications and postal package transactions handled at de facto rate of 60 piasters per U.S. dollar. Previously, transactions handled at official rate of 35 to 1.

Sakymen blanket factory, launched by local commercial interests, officially inaugurated November 20. Located in the outskirts of Saigon, factory employs 265 and produces 1,700 cotton, fiber and wool blankets daily.

In June, July and August, U.S. supplied $31.6 million of $74.9 million worth of goods clearing customs. This represents 42.2% of imports, highest share yet attained by U.S.

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☐ U.S. Government Actions (p. 23)
☐ Foreign Government Actions (p. 21)
☐ Investment Opportunities (p. 24)
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About the Cover

Japanese Minister of International Trade and Industry Hajime Fukuda, one of six Japanese Cabinet members who participated in the meeting of the Joint U.S.-Japan Committee on Trade and Economic Affairs held in Washington Dec. 3-5, talks to Acting Secretary of Commerce Edward Gudeman in the latter's office. Standing are other officials of the Ministry of International Trade and Industry, the Japanese Embassy, and the U.S. Department of Commerce. See story on page 8.

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Chile—Government fights inflationary trend

By WILLIAM E. OWEN

American Republics Division,
Office of Regional Economics

The Chilean Government's increasing financial and commercial controls and restrictions to deal with the continuing foreign exchange crisis have been of primary concern to the business community throughout the latter part of 1962. In October, after a great deal of speculation and uncertainty, the Government announced a currency devaluation along with plans for compensatory wage, price and other economic measures—all of which will lead to somewhat higher price levels and will require many new business adjustments.

Although the full impact of these measures is yet to be reflected in the business indicators, significant effects upon major forces underlying the economy are anticipated. The pre-devaluation expansionary business impetus, stemming from rising inventories in anticipation of higher costs, will lose much of its force.

PRESIDENT OF CHILE Jorge Alessandri is scheduled to pay an official state visit to Washington Dec. 12 to 15, as the guest of President Kennedy.

The Government's determination to reduce budget deficits, restrain credit expansion, increase tax revenues and foster other policies necessary to achieve fiscal stabilization will also generate some restraining effects.

At the same time, the Government hopes to attract greater external financial aid from international agencies, the U.S. and other countries. Higher local currency returns for the exporter's dollar are also expected to stimulate greater production for export purposes, particularly among agricultural producers.

While some business groups, such as exporters, may be encouraged, others are discouraged over the many obstacles to doing business. For example, it has not been possible to obtain foreign exchange to pay many legitimate debts for over 9 months.

The Government now permits debtors to buy Government bonds, which it is hoped will be accepted by creditors, although under a more costly devalued bank rate (one dollar equals 1.42 escudos).

Businessmen must now contend with greatly increased import costs. In addition to the new devalued rates, they must now pay new surtaxes ranging up to 200% on materials, supplies, machinery and equipment. Bonds eligible for advance import deposits are difficult and expensive to obtain. Furthermore, because of Central Bank restrictions, foreign suppliers must wait at least 120 days before receiving payments.

The recent upward pressure on the prices of many locally manufactured goods, however, resulted in the elimination or significant reduction of many import surcharges at the end of November. Surcharge reductions on permitted list items include most antibiotics and drugs, sulphur, rubber, cotton, kerosene, asbestos fiber, lamp bulb components, merchant ships, planes, some chemicals, and fuel and diesel oil. Even with the somewhat improved import situation, careful credit scrutiny of new or extended accounts is still warranted, particularly since credit is such a key factor in obtaining Chilean business.

Devaluation announced

During most of 1962, the foreign exchange situation has been the focus of interest. The devaluation discussion was ended on October 15 when the first transactions under a fluctuating exchange system were enacted in the bankers official market which opened at 1.39 escudos to the dollar. The new system established a fluctuating bankers official rate for all commercial transactions while the brokers free rate is used for all other transactions.

Throughout the last half of 1962, with the bankers rate remaining fixed, the most striking evidence of the financial community's preoccupation with the escudo's value was the steady weakening of the brokers rate. After being quoted at 1.75 escudos to the dollar at the end of June, the rate declined to 2.03 escudos on September 14. Following the devaluation announcement, the brokers rate strengthened to 1.89 escudos on October 15, but weakened to approximately 2.39 escudos by the end of November.

President Alessandri explained in an October 10 speech that Chile's balance of payments, its budget deficit and the progress of the Ten Year Development Plan required a devaluation. He promised wage and salary adjustments but urged that these and price rises be held to a minimum.

Agrarian reform passed

On November 15, President Alessandri signed Chile's first major Agrarian Reform Law in response to the goals stipulated in the Alliance for Progress. Although the goals of the reform are modest for the first 2 years, it establishes new concepts which were not politically feasible previously, and therefor constitutes a significant step forward in the Government's agrarian policy.

The law makes clear the Government's responsibility to improve the rural situation and moreover, is expected to develop a healthy class of small landowners by dealing with both land concentration and land division programs and would subordinate the interests of the big landowners to the general welfare.

Loan agreement

On August 15 a loan agreement was enacted under which the Agency for International Development (AID) will pro-

Facts on Chile

Chile

A South American west coast republic. Capital is Santiago with a 1960 population of 1.9 million.

Geography

Area: 286,396 square miles (equal to states of California, Oregon and half of Washington). Pacific coastline: 2,600 miles. Widest point: 220 miles. Largely mountainous.

Population

7.3 million (1960 census), of whom 2.7 million are employed as follows: commerce and services, 33.9%; agriculture, 27%; industry, 20.2%; other, 18.9%. Third most literate country in South America.

Income

Gross national product was about $4.6 billion in 1961, with per capita purchasing power equivalent to $300 to $350.

Agriculture

Principal activity of country; supports 35% of population; contributes 13.6% to national income. Imports meat, sugar and prepared foodstuffs; exports legumes, pulses, wine and fruits.

Industry

One of the leading mining and industrial nations of South America. Examples of 1961 production: iron, 7.1 million tons; coal, 1.7 million gross metric tons; oil, 1.5 million cubic meters; paper, 129,000 metric tons; copper, 603,600 tons. Mining production index for 1961 was 135.8 (100=1936-8); iron and steel index was 125.1 (100=1953); and the chemicals index was 156.1 (100=1953).

Transportation

In 1961 Chilean state railways carried 7.8 million tons of cargo and equipment, or over 1.4 billion kilometric tons. Santiago is served by 7 commercial airlines and an expansion in air traffic is underway.

Finance

Currency is the escudo (equal to 70 U.S. cents at the official fluctuating bankers rate), convertible in bankers' market for specific transactions. Brokers market rate currently quoted at 40 to 50 U.S. cents. Main source of income: mineral exports.

Exports

Total 1961 exports amounted to $508 million; to Europe, $248 million; to U.S., $186 million. Copper constituted 60% of total; iron ore 9%; and nitrate 7%.

Imports

Total 1961 imports were valued at $585 million; from Europe, $195 million; from U.S., $234 million. Composition: chemicals, $67 million; agricultural products, $42 million; machinery and tools, $127 million; transport equipment, $115 million.

Conditions of trade

Except for LAFTA, GATT and bilateral trade agreement concessions, Chilean tariff rates are high and import restrictions are severe.

Full information of interest to foreign traders is available in the Department of Commerce Field Offices.

December 3, 1962

vide $40 million to the Chilean Development Corporation (CORFO) for relending to finance development projects. The agreement calls for a $20 million advance payment which will ease the reserve situation somewhat.

A new PL 480 Agreement was also negotiated during the third quarter covering surplus agricultural goods valued at approximately $19 million.

Disbursements under the $100 million reconstruction loan of 1960, which were $49.4 million at the end of June, had reached $61.5 million by the end of September. Against future disbursements under this loan, Chile obtained a credit of $25 million from private U.S. banks in late July.

The World Bank initiated a survey of the problems of Chile's capital market in August. The survey is to be conducted by a group headed by Mr. Woodlief Thomas, former advisor to the Federal Reserve Board, and will take approximately 2 years. Its purpose is to improve the flow of private funds needed to reach the private sector goals of the Ten-Year Development Plan.

IDB and IFC assist

The Inter-American Development Bank and the International Finance Corporation recently announced that they will jointly assist a $31.5 million expansion program of Compania Manufacturera de Papeles y Cartones, S.A., of Chile, the largest pulp and paper manufacturer in Latin America. The Inter-American Development Bank will support the program with a loan equivalent to $16 million from its ordinary resources and the International Finance Corporation (IFC), an affiliate of the World Bank, will make an investment of $3 million in the project. Other financing will come from suppliers' credits and $12 million of the firm's own capital.

The Inter-American Bank and the IFC will be assisting a private company which has more shareholders than any other in Chile; the expansion of the company made possible by this operation should encourage the development of the Chilean capital market.

The enlargement of the company's Laja plant is considered of the highest priority in Chile's Ten Year Development Program, which falls within the framework of the Alliance for Progress. The expansion program is expected to make the pulp production considerably more economical and to strengthen the company's competitive position in the export market. It is expected that up to 140,000 tons of the mill's production will be ex-

ported yearly to Argentina and other Latin American countries.

Over the years Papeles y Cartones has been able to meet virtually all of Chile's newsprint, pulp and paper needs, representing a substantial saving of foreign exchange. The company is now producing a surplus for export, mostly to Latin American customers. In fiscal 1962 total pulp production reached 84,000 tons, of which 24,400 tons were sold abroad.

It is expected that when the expanded pulp plant at Laja is in full operation, the additional export of pulp will represent for Chile a foreign exchange revenue of up to $18 million, corresponding to about 3% of the value of recent Chilean exports. Newsprint is also an important product; in fiscal 1962, Papeles y Cartones produced 117,000 tons of newsprint and paper, and its newsprint exports amounted to 30,200 tons.

Exports encouraged

The Chilean Government's actions, by recognizing and adjusting for the causes of the escudo's reduced value, have emphasized the potential benefits to Chilean export products (minerals, lumber, pulp and paper, fish products, wines, fruits and vegetables) and other Chilean products which must compete with imported goods. These actions also demonstrate the strong determination to prevent any inflationary spiral.

The Government will foster compensatory devaluation adjustments in salaries, wages, pensions, family allowances and private savings accounts and allow compensatory price adjustments in most goods and services. The Government plans to establish prices for certain basic essential commodities (such as bread, sugar, and coffee). It will approve prices for other essentials (such as steel, cement, paint, agricultural machinery) recommended by private companies on the basis of pricing standards decreed by the Government. The Government will also evaluate and adjust on a post-audit basis the cost factors underlying other prices announced by private firms.

Trade restrictions

The Government's most severe commercial measure occurred on October 4, when the additional taxes applicable to most permitted imports were increased an average of about one-third. Additional taxes did not apply to a few basic essentials such as coffee, sugar, wheat, edible oil, certain types of mining, agricultural, and industrial equipment, flour and those products whose additional tax rates were already relatively high. With the exception of the few essentials mentioned above and the recent reduction on 170 essential products categories, additional tax rates on permitted imports now range between 5% and 200% on c.i.f. value.

While the repressive import measures have been aimed at correcting the country's balance of payments problems, their full effectiveness is weakened by existing free port laws and Chile's interpretation of its obligations as a member of the Latin American Free Trade Association (LAFTA). Imports into Chile's principal free port of Arica now pay none of the additional taxes or prior import deposit rates.

The Government has proposed legislation to impose some offsetting additional tax rates on free port goods, but no efforts have been made to request the other LAFTA countries to permit Chile to impose higher additional taxes on her national concession list products in view of Chile's current balance of payments problems.

The adverse implications to the U.S. and other non-LAFTA countries of exempting other LAFTA countries from any higher additional taxes was discussed in the International Commerce issues of September 3, 1962, p. 43, and October 8, 1962, p. 24.

U.S. share stable

Preliminary Chilean foreign trade data for the first half of 1962 show imports valued at $236.6 million and exports at $281.4 million. Imports from the U.S. accounted for 39.2% ($92.8 million) of the total as compared with 33.5% from Europe (excluding the Soviet bloc) and 20.3% from Latin America and Canada combined. Important national sources of Chile's imports were Germany 12.9%, United Kingdom 6.9%, Argentina 6.9%, Peru 5%, France 4.5%, and Japan 4%.

Though overall imports fell off from 1961 levels, ($236.5 million for half-year 1962 as compared with $590.5 million for full year 1961) the U.S. share remained fairly stable at about 40%.

The U.S. received 38.8% of Chile's half year 1962 exports, compared with 36.5% during full year 1961. The United Kingdom took 15.2%, West Germany 4.6%, Holland 7.8%, Japan 6.3% and Italy 4.3%, to remain significant receipients of Chile's exports.

Fishing industry expands

Chile's fishing industry, particularly fishmeal production, is continuing to grow rapidly. While most of the growth is occurring along the northern coastline, CORFO has announced plans to explore and promote prospects for a seafood products industry in southern Chile.

The Inter-American Development Bank has made available a credit of $5 million for development of the fishing industry in Iquique, just south of Arica, under CORFO's auspices CORFO also has provided 35,360 sq. meters of land to Empresa Pesquera Tarapaca for construction of a fish processing plant; loaned 500,000 escudos to Industria Pesquera Indo and guaranteed on behalf of the same company up to $2.65 million for foreign purchases of machinery and equipment to expand its fishmeal and fish oil plants at Iquique and Arica; and approved loans of over 1.8 million escudos plus $240,000 for the installation of fishmeal plants in Iquique and Arica and the purchase of several 100-ton fishing vessels to supply the plants.

During September, 2 new fishmeal plants in northern Chile began operation on an experimental basis and are expected to go into full production upon comple-

Who to contact

The Embassy of Chile is located at 1736 Mass. Ave., NW., Washington 6, D.C. Chilean consulates general in the U.S. are at 61 Broadway, New York 6, N.Y., and 427 W. Fifth St., Los Angeles 13, Calif.

Chilean consulates are located as follows: 1255 Seventh Ave., San Diego, Calif.; 766 Sutter St., San Francisco 9, Calif.; 604 Fairway Dr., Baltimore 4, Md.; 452 N. Ashland Ave., Chicago 22, Ill.; 2736 Ponce de Leon Blvd., Coral Gables, Fla.; International Bldg., New Orleans 12, La.; 1011 Chestnut St., Philadelphia 7, Pa.; and 2815 Montlake Blvd., Seattle 2, Wash.

A Chilean consular agent is located in the U.S. National Bank Bldg., Galveston, Tex.

In addition the following Government agencies have offices in the U.S. Chilean National Development Corp., 80 Pine St., New York 5, N.Y.; Chilean State Railways, 80 Pine St., New York 5, N.Y.; and Chilean Nitrate & Iodine Sales Corp., 120 Broadway, New York 5, N.Y.

The U.S. maintains an Embassy in Santiago and a consulate in Antofagasta, Chile. There are also U.S. consular agents in Valpatraiso and Concepcion.

tion of machinery tests and clearance by national health authorities. The Pesquera Misle, S.A., in Iquique, which represents an investment of approximately $1 million, with full production should be able to process about 400 tons of anchovies daily.

The other plant, Pesquera Pisagua, S.A., represents a joint venture of Chilean and Norwegian capital amounting to more than $1 million. The plant will process fishmeal and freeze fish products for sale in the local and foreign markets; it will have an average operating capacity of 60 tons per hour.

Throughout most of 1962 Chile's mining industry has been handicapped by rising local production costs under a fixed official foreign exchange rate and a continuation or weakening of present world raw material prices. At the present time several coal, manganese, copper, iron and nitrate operations are receiving direct or indirect subsidies and one nitrate plant in Tarapaca and the copper and lead-zinc mines in Aysen Province are under intervention.

While the large American-owned copper mines have been feeling the cost pinch, they continued operating at record levels until July, when the high level of world copper stocks convinced the Chilean Government that only production cutbacks would prevent falling prices. First, Anaconda's subsidiary announced cuts of 5% followed some weeks later by a 10% cut by Kennecott's.

Latins' import debt to U.S. dropped again in October

The outstanding draft indebtedness of Latin American importers to United States exporters decreased in October for the third consecutive month, according to the Federal Reserve Bank of New York. Importers' debts declined in 11 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $37.9 million of new drafts on Latin American importers during October, while importers paid $41.2 million in drafts. Accordingly, total drafts outstanding decreased by $3.3 million to $210.7 million at the month's end.

A $2.9 million decline in Venezuela's indebtedness reduced its debts to the lowest since November 1960. Argentina showed a decrease of $1.5 million to $27.4 million, the lowest since October 1961. Changes for the other countries were small.

JANUARY 23-25

Institute for International Engineering at Colorado U devoted to foreign business

First institute of its kind in the U.S. to include lectures, panels, workshops; 3 days of intense activity to concentrate on aiding U.S. engineers overseas

By JOHN A. DUFFY
Foreign Trade Specialist
Denver Field Office

The university town of Boulder, Colorado, in the shadow of the Rocky Mountains, will be the scene next month of a three-day business conference for American engineering firms interested in developing and improving international business. The conference, called the *Institute for International Engineering*, will be held on the campus of the University of Colorado, January 23-25, 1963.

The Institute is designed to encourage American consulting engineers to begin, to increase, or to improve their service to overseas clients. This conference, believed to be the first of its kind in the United States, will concentrate on international business opportunities, business development, and non-technical operating techniques for the engineering profession. Participants will come from all parts of the United States for three days of intense activity, including lectures, panel discussions, and workshops.

Engineers long active in overseas work will discuss methods of locating opportunities, submitting proposals, negotiating with foreign clients, and operating under laws, living conditions and customs that differ greatly from practice in the United States. Government officials will explain the policies and procedures of U.S. Government and international agencies that finance development projects throughout the world. An evening workshop session on January 23 will feature open discussions of engineering opportunities, problems, and practices in various regions of the world. Area specialists from the U.S. Department of Commerce, the Export-Import Bank, and from the engineering profession will act as discussion leaders. Each area workshop will be repeated to give every registrant an opportunity to take part in two regional discussions. During the afternoon of January 24, a panel of four prominent engineering consultants will discuss negotiating and staffing problems. Case histories of overseas engineering operations will also be presented.

Double significance

The overseas work of American consulting engineers has a double significance in the international trade of the United States. The fees received by consultants from their foreign clients are a plus factor in the United States Balance of Payments account. In addition, the consulting engineer exercises a considerable influence in his client's choice of equipment and material. The consultant must recommend to his client the equipment and material that he knows will be best suited for the project. The American engineer tends to suggest the products he knows best—American products. For this reason, American engineers are frequently the means by which United States products are introduced into a foreign country. The quality and performance on the job of equipment specified by the consulting engineer will determine whether that line of equipment will continue to find a market in the country.

Consulting engineers also contribute to the development of United States political relations with other countries. The American consulting engineer practices under a rigid code of professional ethics that is designed to insure that the client —whether foreign or domestic—will receive honest and complete service from a firm that is technically qualified for the work it undertakes. The consultant's staff and their families reside where the work is done, becoming a part of the overseas community—often for years—

increasing the world's knowledge of the people and aims of the United States.

Colorado firms active

In the State of Colorado, engineering services represents a major segment of the total international activity of the State's business community. Colorado has been for many years the center of major reclamation and development projects for the western United States, and an increasing number of Colorado consulting engineering firms have successfully pursued overseas business in Southern Asia, the Near East, the Far East, Africa, Europe, and South America.

The Colorado Export Expansion Council, the Colorado Consulting Engineers Council, the Denver Field Office of the Department of Commerce, the Denver Regional Office of the Small Business Administration, and other organizations have worked together during the past six months to help the University of Colorado develop the *Institute for International Engineering*. The Consulting Engineer's Council, a national organization with headquarters in Washington, D.C., which is co-sponsoring the *Institute* with the University, is assisting in publicity and in the recruiting of prominent speakers from the engineering profession.

A registration fee of $100 will be charged each participant. This fee covers all activities of the *Institute*, including three luncheons, a dinner, a banquet, and all printed materials. The deadline for registration is January 7, 1963. Early registration is advisable. For more detailed information and a copy of the schedule of the *Institute for International Engineering*, write to William D. Boub, Bureau of Continuation Education, 352 Chemistry Building, University of Colorado, Boulder, Colorado.

New booklet lists brands represented in Viet-Nam

The French Chamber of Commerce of Viet-Nam has recently published a 2-part index containing foreign brands represented by member firms in Viet-Nam. Part 1 lists foreign (including U.S.) brands by import categories, by brand nationality, and by firms representing these brands in Viet-Nam. Part 2 lists members of the Chamber of Commerce and the brands each represents. A copy of this index is available for consultation in the Far Eastern Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Japanese officials in cabinet-level Washington talks

Foreign Minister Ohira heads 27-member economic delegation

Welcomed at Washington National Airport by U.S. cabinet members, an honor guard and the U.S. Navy Band, a 27-member group of Japanese officials arrived December 2 for a 3-day conference of the Joint U.S.-Japan Committee on Trade and Economic Affairs.

Secretary of State Dean Rusk, opening the conference, called the current nearly $3 billion annual U.S.-Japan trade a manifestation of "mutual economic interest and interdependence of the first magnitude," with more than 2 million Americans helping to produce the goods Japan buys from the United States. The burgeoning commercial relations between the two countries, in spite of temporary setbacks, he said, are part of the general free-world picture in which there are signs of historic developments in expansion of international trade.

Liberalization needed

"We must with patience liberalize trade and foreign exchange," Japanese Foreign Minister Masayoshi Ohira declared. With him in the delegation were fellow cabinet-members Kakuei Tanaka, Minister of Finance; Seishi Shigemasa, Minister of Agriculture and Forestry; Hajime Fukuda, Minister of International Trade and Industry; Takeo Ohashi, Minister of Labor; and Kiichi Miyazawa, Director General of the Economic Planning Agency.

Working with Secretary Rusk at the deliberations were Secretary of the Treasury Douglas Dillon, Secretary of the Interior Stewart Udall, Secretary of Labor Willard Wirtz, Secretary of Agriculture Orville Freeman, Acting Secretary of Commerce Edward Gudeman, and Chairman Walter Heller of the President's Council of Economic Advisers.

Luncheon with President

A luncheon meeting with President Kennedy was part of the Japanese group's itinerary. The group also met for lunch on December 4 with Acting Secretary of Commerce Gudeman. The current Joint Committee meetings are a continuation of cabinet-level discussions initiated last year by Mr. Kennedy and Prime Minister Hayato Ikeda of Japan, aimed at ironing out trade problems.

A report on the Washington Conference (not concluded at press time) will be published in the next issue of INTERNATIONAL COMMERCE.

Adjusted U.S. imports fell 11% during October

Yearly level is running 12% ahead of first 10 months of '61

The Census Bureau has announced that on a seasonally-adjusted basis, U.S. general imports were valued at $1,339.4 million in October, about 11% lower than the September seasonally-adjusted total of $1,498.6 million.

For the first 10 months of 1962 (January-October), U.S. general imports based on seasonally-adjusted figures were at an annual rate of $16,372 million, about 12% higher than the first 10 months of 1961. For the 3-month period, August-October 1962, general imports on a seasonally-adjusted basis were at an annual rate of $16,860 million, or about 3% higher than the annual rate of $16,337 million for the May-July period.

The October general imports total, unadjusted for seasonal change, was $1,438.9 million, an increase of about 7% over September. This increase reflected higher import levels in 8 of the 11 major groups of commodities. The more notable increases were in imports of wood and paper; metals and manufactures, except machinery and vehicles; machinery and vehicles; vegetable food products and beverages; edible animals and animal products; and the "miscellaneous" group.

Decreases occurred in imports of textile fibers and manufactures; nonmetallic minerals; and chemicals and related products.

AID TO SHIPBUILDING IN ITALY

A bill providing $38.4 million (24 billion lire) assistance to the shipbuilding industry is being drafted in the Italian Ministry of Merchant Marine. The assistance will be extended in 4 equal annual installments beginning with fiscal year 1962-63.

Foreign agency represents good way to advertise

Firm in Calcutta resourceful for large Illinois company

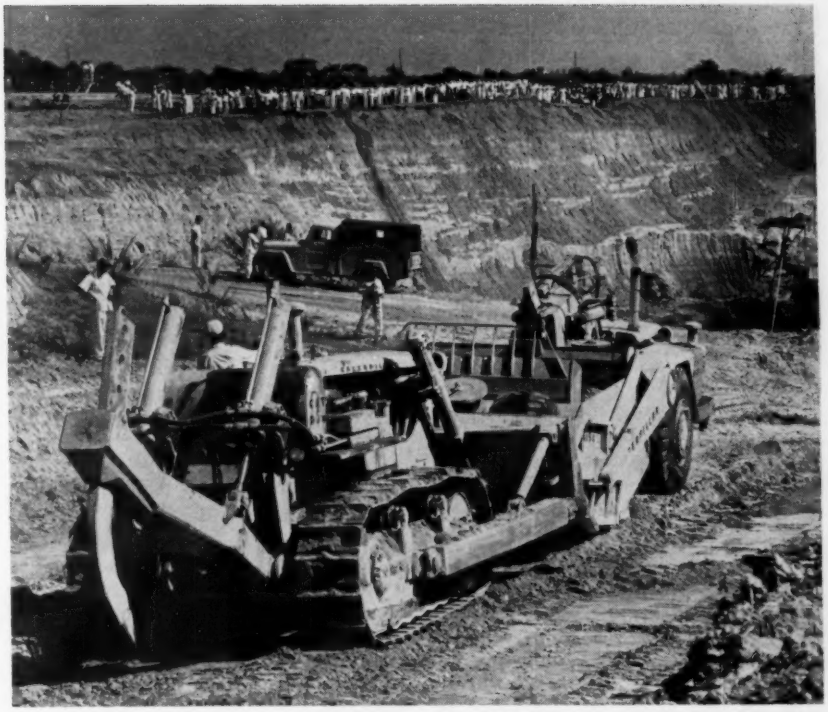
A resourceful foreign agency can often provide its U.S. client with "an excellent advertising and promotional effort."

At least this proved true, reports the U.S. Consulate General in Calcutta, for a large U.S. company in Illinois.

A Calcutta firm, Tractors (India), Ltd., recently worked closely with officials of Caterpillar Overseas of Peoria, Ill., to present a fast-moving program demonstrating the use of U.S. tractors and equipment in the strip mining of coal.

The demonstration marked the delivery of the initial shipment of the U.S. firm's equipment under provisions of a $35 million World Bank loan to the private sector of the Indian coal industry. The program combined the techniques of live demonstration, film showings and lectures.

The Babisole Colliery, 125 miles northwest of Calcutta, was the scene of the demonstration.



FAST-MOVING PROGRAM: A good way to advertise abroad, says the Consulate General in Calcutta, is to have a resourceful foreign agency. A large U.S. firm in Illinois found that to be true, the result being a fast-moving demonstration of the use of its tractors and equipment in the strip mining of coal. The firm's foreign agent put on the show at the Babisole Colliery, 125 miles from Calcutta.

Study shows small firms can compete overseas if product is marketed

First foreign order was unsolicited for more than 43% of 1,600 small Missouri firms surveyed; products sold vary widely

A study of 1,600 small Missouri manufacturers indicates that participation in export trade depends primarily upon the products being marketed and not the size of the firms, according to a management research summary announced recently by the Small Business Administration.

The summary, *Export Trade and the Small Manufacturer*, is available upon request from all SBA offices and is based on a research study made by the School of Commerce and Finance, St. Louis University, under SBA's 1960 Small Business Management Research Grant Program.

An important finding of the study was that there were exporters in every size class and industry group tabulated. The percentage of exporting firms ranged from 4% of the firms with less than 25 employees, to 17% of those with more than 100 employees. By industry group, the percentage ranged from 11% of the respondents in apparel to 47% in nonelectrical machinery and instruments.

"Most of these small exporters produced rather specialized products," the summary says. "Their foreign sales were based primarily on the unique character of their models or formulas. Among the export products were such varied items as confections, poultry and animal feeds, hats and caps, leather goods for hunters, medicines, insecticides, bedding springs, hand tools, food processing equipment, snow-cone and popcorn machines, punch presses and machine tools, concrete mixers, dental instruments, toys, pens and pencils, and 'genuine Missouri' corncob pipes."

In 43% of the Missouri firms surveyed the export business had started as the result of an unsolicited order from a foreign buyer, while 36% of the firms surveyed had begun exporting on their own initiative. However, this often meant merely advertising in an American trade journal with foreign circulation, or less commonly, in foreign journals.

"Most of the export trade of the U.S. is carried on by a relatively small number of firms," the summary states. "It has now become imperative that the number of firms engaged in this trade be increased, especially from the ranks of the smaller firms."

Emphasizing the need for more foreign trade, the summary explains that "more exports are needed to improve our balance of payments. More small exporters are required to counteract Communist distortions about the U.S. as a country of 'monopolistic capitalism.'"

Copies of the complete study, "The Participation of Missouri Firms in Export Trade," are available for $1.50 each from St. Louis University.

Hurley visits food fair at Trade Center

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

London.—Right in the middle of St. James Street, around the corner from Piccadilly Circus, and not too far from the pigeon roost in Trafalgar Square where stands the statue of George Washington, is the United States Trade Center. It is surrounded by smart men's stores and fashionable clubs where newcomers of the late 19th Century are still struggling to achieve status in the delightful old world of tradition intermingled with glittering elegance.

As the first in the growing chain of United States merchandise marts abroad, yet with only a year and a half of experience, the U.S. Trade Center in London is chalking up impressive sales figures, some wildly enthusiastic testimonials from participants and has elbowed a sufficient number of new exporters into the British market to be as solid a venture as the paving blocks that form the streets of the kingdom.

We happened by recently during the Department of Agriculture's Food Fair. The aisles were jam-packed with importers, agents and wholesalers ogling packaged goods, canned delicacies and tins filled with goodies for a dozen courses, in a familiar atmosphere reminiscent of a grocery store in any town at home.

"We've sold over three million dollars worth of United States merchandise since we began in June last year," Director Clarence Pusey told us. "That's everything from housewares to clothing to home lighting. For every government dollar spent, there have been twenty dollars of return to U.S. exporters."

But, of course, that's only the beginning of the story. The big achievement is in the further sales, those to an agent who takes on a line and who then goes ahead to a flourishing, continuing long-lasting business.

"60% of the exhibitors here, who paid only a nominal $200 fee," continues Pusey, "have never before exported. Of the 400 manufacturers whose products have been displayed and sold the majority run small to medium size, those who specially need this type of facility."

Pusey, who already has served one career in the Defense Department, and a normally temperate man, is brightly ecstatic, however, when he points out the center's colorful panorama of achievements, recounting story after story of glittering and dazzling performances and successes.

"Every couple of months there's a new opening night, with a new show, new products for a new industry and a new cast," said Steve Namisnak, the director of trade promotion. "We do everything but put up flood lights, roll out a red carpet for the audience and give out Oscars."

The London Center was the first to be opened. Bangkok was the second. Last month Export Coordinator Draper Daniels in a whirl of cameras, speeches and receptions ushered in the latest at Frankfurt. Early next year Tokyo will be added.

The toy industry, who credit a 69% sales gain in England as a result of exhibiting for six weeks almost a year ago, and who estimate that a million dollar volume resulted, are getting set at their request for a second go around in February.

If you want more evidence talk to Leon Diamond of the Nu-Color Corporation, who obtained a million dollar contract. Or Al Chestnov of the Aetna Leather Novelty Company, who produce ladies handbags, and who had never before exported. Or Burton Taylor of Jane Taylor International, who found representation for all four lines of their women's sportswear. Or the Pako Corporation or Rainbow Crafts or almost any other exhibitor.

For hundreds of United States executives pondering how to begin international commerce the Trade Center has been the invitation to the party. And there's quite a man running this get acquainted soiree, this Clarence Pusey, who sells the produce of the United States so close to the heart of the British Empire that he's within earshot of the horse soldiers changing their guard a square or two away.

North Carolina, New York 'E' awards made

Bank and producers of instruments, rifles, textile machines cited

A textile machinery firm, a bank and manufacturers of instruments and rifles and pistols are 4 newly announced winners of President Kennedy's "E-for-Export" award.

In North Carolina, the Roberts Co. of Sanford and the Wachovia Bank & Trust Co. of Winston-Salem received "E" pennants and citations on Nov. 30 during an export expansion workshop held in Chapel Hill.

At a ceremony on Dec. 3 awards went to 2 N.Y. firms at a meeting of the Rochester Chamber of Commerce—Crosman Arms Co. of Fairport and Taylor Instrument Cos. of Rochester.

- Crosman followed up a market survey with overseas promotion of the recreational value of target shooting and small-game hunting. Sales rose by 300% in less than 2 years. It now has distributors in 41 countries.

- Roberts makes and exports textile machinery. After a 1960 market survey it set up 4 overseas sales offices and named sales agents in 13 countries. In 1961, export sales were 600% ahead of 1960 sales.

- Taylor manufactures industrial process controls, thermometers and barometers. It now has sales representatives on 5 continents. Since 1959 export sales have risen over 200%.

- Wachovia organized Wachovia International in 1960 and placed specialists in export trade and credit financing in its 13 banks; overseas business contacts were upped to 124. Export financing rose 300%.

Trade Fairs and Centers

Industry show in Berlin to be held next October

The 14th German Industries Exhibition will be held in West Berlin Oct. 12-27, 1963.

The event next fall will again be within the framework of "Partners for Progress," the theme for the 1962 show (Sept. 22-Oct. 7).

From the commercial viewpoint, reports the U.S. Embassy in Bonn, the U.S. exhibit featuring automation at this year's show was very successful and exceeded all anticipations.

Additional information is available from the Trade Fairs Division, Office of International Trade Promotion, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

St. Erik's Hall in Sweden schedules 6 major fairs

Six major exhibitions and fairs will be held next year in the new 230,000-square foot St. Erik's Hall in Stockholm.

The annual trade exhibition of the Swedish furniture manufacturers, to be held Feb. 6-10, will open the exposition year. Stockholm's international boat show, "Everything for the Sea," will take place March 20-31.

Over 30 countries are scheduled to participate in the consumer goods show, set for Aug. 28-Sept. 8, and in the capital goods event, "Stockholm's Technical Fair," to be held Sept. 28-Oct. 4.

The hall will be occupied Oct. 18-27 by "Kontor 63," an international office equipment exhibition. The fair year will end with an exhibition of heating, ventilating and sanitary installations.

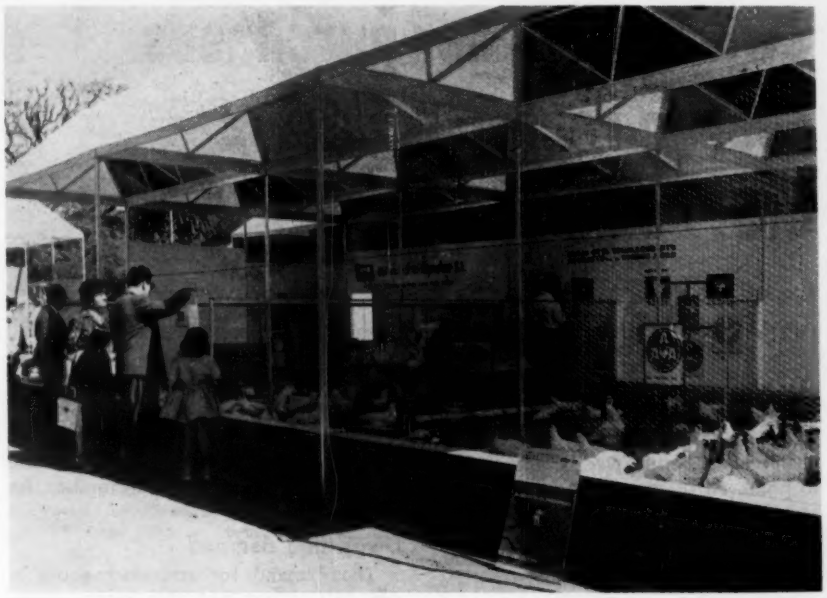
Additional information is available from the Swedish Chamber of Commerce, 8 E. 69th St., New York 21, N.Y.

Retail trade exposition set next fall in Paris

The 11th International Exhibition of Retail Trade will be held next October at the Parc des Expositions, Porte de Versailles, Paris. Exact dates will be announced later.

U.S. firms interested in participating have been asked to file application forms before Aug. 1, 1963, with the Salon de l'Equipement des Commerces, 42 rue du Louvre, Paris, sponsor of the event.

The U.S. Embassy in Paris considers this show a "valuable means" of interesting French and foreign buyers in U.S. equipment. There are no import restrictions on commercial equipment and, with French retailing methods being modernized, a good potential market "appears to exist" for U.S. equipment "when technically advanced or competitively priced."



FOR GREATER PRODUCTIVITY: The modern poultry feeder system shown above was demonstrated at the recent U.S. exhibition in Buenos Aires. The display, by the International Basic Economy Corp. (IBEC) of New York, N.Y., was designed to show how science provides for greater productivity and poultry stock.

Industrial show scheduled next spring in Toronto

U.S. companies have been invited to take part in Production '63—The National Industrial Production Show of Canada, to be held May 6-10, 1963, in Exhibition Park, Toronto.

Manufacturers from all parts of Canada, as well as from the U.S., Britain, France, Germany, Italy and Czechoslovakia, are reportedly planning to exhibit. Display categories include production equipment, machine tools, welding equipment, controls, and industrial supplies.

The event is produced and managed by Industrial & Trade Shows Dept., Maclean-Hunter Publishing Co., Ltd., 481 University Ave., Toronto, Canada.

Attendance, business good at solo show in Argentina

Total attendance at the recent all-U.S. exhibit in Buenos Aires reached over 492,000.

Although sales promotion was not the sole objective of the exhibit, sales of merchandise on display were expected to total over $300,000. Reports on collateral business generated by the exhibit indicated sales of approximately $600,000.

The fair, held Oct. 20-Nov. 11, was aimed at showing how the people of Argentina and the U.S. are "Allies in Progress."

Some members of the Argentine business community have urged that similar U.S. trade exhibits be held there every year or every 2 years.

INDIA POSTPONES FAIR

The International Trade and Industries Exhibition scheduled for December 1963 in Bangalore, India, has been postponed indefinitely. Mysore Chief Minister S. Nijalingappa announced recently that the postponement was made because of the national emergency in India.

Swiss consumer purchases soar to record levels; U.S. sales prospects bright

Expected downturn fails to occur; further growth predicted; market for luxury items remains strong; paperbacks selling well

While many observers have been expecting a slowdown in the Swiss economy similar to that occuring in several European countries, the Swiss boom continues to break all previous consumption trade and production records. Swiss economists predict a further expansion of both private consumption and public expenditure in the near future.

Perhaps the most striking characteristic of the present boom is a consumer spending spree unmatched in Swiss history, as full employment, easy credit and rising incomes put more money into the hands of the Swiss population than ever before. Faced by this extraordinary propensity to consume, suppliers who are unable to meet domestic demand have been increasingly turning to the purchase of foreign goods. The consequent heavy imports have pushed the foreign trade deficit to record levels.

PACKAGING PLANT: Girls packaging pharmaceuticals at the Sandoz, Ltd. plant in Basle. The Swiss consumer buying surge continues, and many suppliers have turned to the U.S. to fill the demand which Swiss industry can't satisfy. (Photo courtesy of the Swiss Office of Commercial Expansion).

As the gap between domestic supply and demand grows, U.S. exporters are offered unprecedented opportunities for sales in the Swiss market.

Diversified demand

The demand for consumer goods is not only strong but also highly diversified. As might be expected in times of prosperity, the market is excellent for luxury items such as phonographs, hi-fi equipment, records, light weight boats and other water sports accessories, camping equipment, alcoholic beverages, jewelry and art objects. Other good sellers include soft drinks, cigarettes, toys, lingerie and stationery. A surprisingly brisk demand exists for paper back novels by modern, well-known, American authors. Such books are wanted in English as well as in German and French translations.

Sales of passenger automobiles are also rising. It should be noted, however, that because of consumer preference for economical automobiles and the character of the Swiss terrain, American compact models are more popular than standard ones. Along with automobiles, seat belts are in great demand and trailers are selling well. There is also a small but developing market for small airplanes and parts.

A high retail sales volume appears the best confirmation of a bullish consumers market. Such sales in July and August were respectively 7 and 8% higher than last year.

Swiss promote U.S. goods

A boost to U.S. trade and travel promotion in Switzerland, during the third quarter, was given by Swiss businessmen themselves. On September 27, Bern's leading department store, Gebruder Loeb A. G., inaugurated an excellent, professionally prepared exhibition featuring pictorial display relating to the U.S. in all its show windows and U.S. merchandise in all its departments.

On September 28, America Week was inaugurated in Basel by the Midtown Retailers Association and the Basel Association of Travel Agents, under the patronage of the city government. Many stores and travel bureaus featured displays of American merchandise and tourist attractions. Commercial exhibits were also offered in conjunction with several cultural presentations.

While both events emphasized the excellent and friendly relations between the 2 countries, they also pointed to the high degree of acceptance of U.S. products by Swiss traders.

Construction continued to be one of the most active sectors of the Swiss economy during the third quarter of 1962. New housing units completed in the 65 larger Swiss towns and cities numbered 5,647 compared to 5,470 completed in the same period last year. In addition, rural and suburban housing activity increased substantially and industrial construction was at an all time seasonal high.

Building boom

This remarkable building activity stimulated sales of a wide range of related equipment and furnishings. Our commercial officers report that numerous Swiss companies are interested in importing or distributing U.S. products in these categories.

Swiss tourism, an important source of foreign exchange, is flourishing. From January through August more than 23.7 million guest-nights were recorded by Swiss hotels, showing an increase of about 800,000 over the same period of 1961.

With few exceptions industrial production continued to rise, but the rate of movement was uneven. Although new orders declined in some industrial sectors, a general high level of activity appears assured for several months to come, as order books are still well filled.

The watch industry, one of the pillars of the Swiss economy, was an outstanding performer. Watch exports, which comprise 97% of production, reached 338 million Swiss francs (1 Swiss franc = 23 U.S. cents) during the third quarter, against 325.3 million for the comparable 1961 period.

Swiss foreign trade rose during the third quarter by comparison with the

JEWEL INSPECTORS: Although they appear to be in a biology lab in the local high school, these Swiss girls are actually inspecting meter-bearing jewels. Famous for fine watches, Switzerland exports 97% of her total watch production. (Photo courtesy of the Swiss Office of Commercial Expansion).

same period a year ago. A strong upward trend in imports, however, and a somewhat slower rise in exports resulted in a trade deficit of 868.2 million Swiss francs; a substantial increase over the 704.6 million deficit recorded in third quarter 1961.

The machine industry retained its customary position as Switzerland's principal exporter, followed by the watch industry. Good export results were also registered for textiles, chemicals, synthetic dyes, pharmaceuticals, foodstuffs and luxury articles.

Chief imports

The main products imported by Switzerland during the third quarter were: machinery, instruments and apparatus, automobiles, aircraft, fuels, chemical and pharmaceutical raw materials, iron and steel, chemical products, rubber goods, jewelry, construction timber, textiles and apparel, and various foodstuffs.

Swiss imports from the U.S. increased to 312.9 million Swiss francs, compared to 258 million in the third quarter of 1961; exports to the U.S. rose to 241.7 million francs from 213.9 million in the same period a year ago.

The money market during the third quarter remained highly liquid due to the inflow of capital from abroad between May and the end of July, which also helped to support the large trade deficit. In general, the third quarter financial market reflected a seasonal calm. However, shortly after the Cuba quarantine was announced a sudden flurry in the inflow of foreign funds into Switzerland occurred, and a heavy demand for gold coins developed while stocks declined. This sharp reaction was only of 2 to 3 days duration.

The official consumer price index reached 196.4 points at the end of September 1962 (August 1939=100), compared with 195.1 at mid-year and 187.6 at the end of September 1961.

Another persistent problem, the labor shortage, continues to plague Switzerland in spite of increased foreign labor imports. At the end of September there were only 199 persons totally unemployed in all Switzerland, while the number of registered vacancies was 6,085. According to a census of foreign workers at the end of August there were 644,700 such workers employed in Switzerland compared to 548,312 a year ago.

CYPRUS BUYS MORE U.S. GOODS

The U.S. greatly increased its share of the Cyprus market in the first half of 1962. Total Cyprus imports for January-June 1962 were valued at $59.6 million. The U.S. share of this total was $4.7 million, of which $1.9 million was accounted for by wheat shipments under PL 480. The value of all other imports from the U.S. amounted to $2.8 million, compared with $1.6 million in January-June 1961 when the total Cyprus imports were $54.6 million.

Chilean photo imports gain

German suppliers gain larger share of market in which U.S. firms lead

U.S. companies continued as the leading suppliers of photographic goods to the Chilean market in 1961. Meanwhile, shipments from German suppliers increased 50% over the corresponding totals for 1960.

Chile's imports of photographic goods gained 38.1% in 1961 over the same period of 1960, according to official Chilean figures. Imports in 1961 were valued at $2,126,171, up from $1,539,864 in 1960.

U.S. supplies totaled $800,727 in 1961, up from $705,013 in 1960.

West German shipments jumped from $500,490 in 1960 to $754,101 in 1961.

The leading import item was sensitized photographic film valued at $892,701 for 1961, an increase of 20.7% over 1960. The U.S. furnished $445,676, followed by Belgium with $209,994, and Germany with $152,792. While the U.S. increased its sales slightly, sales of West Germany dropped a little, but Belgium's shipments were more than three times those of 1960.

Sensitized paper

There was a substantial 58.5% increase in foreign purchases of sensitized photographic paper—from $242,988 in 1960 to $385,237 in 1961. West Germany was the big supplier with $205,333, followed by the U.S. with $104,758.

Still picture camera imports were valued at $375,818, more than double 1960 imports. West Germany dominated this trade, supplying $206,254.

Imports of motion picture projectors totaled $239,752, up 27.3% over 1961. West Germany and the U.S. were the principal suppliers with $94,261 and $85,794, respectively.

Details of Chile's imports of photographic goods for 1960 and 1961 are available from Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

CASH SURPLUS IN ITALY

In the first quarter of fiscal 1962-63, the Italian Treasury has a cash surplus of $207 million (129.5 billion lire).

ITALIAN INDUSTRY: An overall view of the plant and storage facilities at the Montecatini sulphate plant near Campofranco. Italian industrial output is running more than 10% ahead of 1961, although it is not expected to repeat last year's spectacular fourth quarter production spurt. (World Bank Photo)

Italian growth rate still in high gear; foreign trade volume 13% ahead of 1961

U.S. is 2d largest supplier, 3d best market for Italian goods; sluggish construction industry bucks generally healthy trend; Common Market partners strengthen share of Italian market

The rate of Italian economic growth continued remarkably high in the first 3 quarters, compared to the similar 1961 period.

The exceptional rate of increase registered for the year 1961, however, was substantially aided by the spectacular fourth quarter increase in industrial output according to the U.S. Embassy in Rome. Recent economic developments within Italy and abroad cast doubts on the likelihood of similar performance in the last quarter of 1962.

Forecasts for a GNP growth in real terms of between 5 and 6%, while not as remarkable as last year, indicate the Italian economy is continuing to develop at a more than satisfactory pace.

While domestic demand remained high, there was a falling off in the rate of increase of foreign orders attributed in part to a levelling off in the growth rate of other European countries. Nevertheless, expanded employment in non-farm occupations and higher wage and salary payments have sustained demand for consumer goods and may be counted upon to do so in the months ahead.

Total production, however, has been adversely affected by strikes and labor unrest as well as a drought which caused some losses in the agricultural sector.

The business community appears to be taking a more cautious view of economic developments in the near future. Uncertainties resulting from the action of the center-left government, rising labor costs and bearish behavior of the stock market, among other factors, have weakened business confidence to a limited degree. The investment level, however, continues high although new issues of stocks and bonds have dropped to a much lower level than in previous months.

Industrial output high

During the third quarter, industrial production, although affected by seasonal factors, continued at a high rate. While the rate of increase shows signs of levelling off, it has been maintained throughout this year at the very healthy level of over 10%. Uncertainties in many quarters make it doubtful that last year's upsurge in the final quarter will be repeated.

However, industrial output was hindered considerably during the third quarter by prolonged labor unrest and the long summer holiday. In July, industrial output was 8.8% higher, and in August, total production was 9.3% above July and August of 1961. The average index for the first 8 months of 1962 showed a 10.6% increase over the same period of 1961.

After the rapid expansion of Italian steel production in the final quarter of

1961 and the first quarter of 1962, output has levelled off. Crude steel output during the third quarter was about 2.3 million tons, about the same level as a year ago. However, output, which is 10 times greater than 10 years ago, is still expected to expand and some plants are enlarging their production capacity.

Electric power production during the first 8 months of this year was 7% higher than during the same period last year.

Activity in the mechanical industry continued at a rather satisfactory level, but the decline in foreign demand was reported to be spreading throughout the sector. At the end of July, some of the branches which have been leaders in the expansion of the mechanical industry, such as tractors and textile machinery, were below 1961 levels. Others such as machine tools and bearings were barely above the corresponding quarter of 1961. Production of precision machinery, however, was 15% higher for the first 7 months than in January-July of last year.

The chemical industry continued to expand along the same lines and at the same high rate as in recent quarters, with a satisfactory inflow of orders. The most rapid increases continued to be in dyes, synthetic resins, and fibers. At the end of the quarter, production of pharmaceuticals was also increasing.

A favorable trend appears for all paper industry products as well. Although stocks increased during the third quarter, a lively Christmas season-upturn and expanding demand is expected for the next quarter.

After a second quarter improvement, rubber production has again been slowing down, and foreign demand is reported to be decreasing.

Construction slows

Through July, the construction industry activity showed a 5% decrease from the first 7 months of 1961, reflecting widespread concern about new taxes and building restrictions. Important difficulties in the construction industry, particularly in the North, are the shortage of labor and the increasingly high cost of building lots.

With demand continuing high, there has been a significant increase in the price of finished buildings (estimated by the Turin Builders' Association at 20-25% higher than a year ago). At the end of September, rents being asked in Rome were 15-20% higher than in February.

Production of building materials was relatively high, with a continuing shortage of labor, skilled and unskilled. Cement production through July was about 15% higher than the corresponding period of 1961.

The use of prefabricated parts is becoming more and more general. According to the Milan Chamber of Commerce, the shift from traditional building systems to more extensive use of prefabrication will require from 2 to 5 years.

Textile industry production through July was running 6.5% above the same period in 1961. In August, production showed a pronounced seasonal drop because of the holidays. Exports declined, but domestic sales of cotton goods showed an upward trend. Demand for cottons used in interior decoration was especially good.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Well supported by increasing demand, the clothing industry is gradually becoming one of Italy's major manufacturing industries. A ready-made clothing industry which began slowly about 10 years ago is now in full development. Large industrial concerns are turning their attention to this sector to insure an outlet for their increasing production of synthetic fibers.

Distribution is being improved, with the first self-service retail outlets being opened in the North during September. According to a recent survey, production should increase by over 35% during the next 4 years, creating 31,000 new jobs. Demand for Italian ready-made clothing is especially good in Southern Italy and the U.S. Production in the footwear industry in July was below the July 1961 level, and total production for the first 7 months of 1962 was unchanged from 1961. Exports were about 20% higher than by July a year ago.

Food processing continued to expand at a higher rate than 1961. Sugar refineries and canneries (fruits and vegetables) were working at full capacity. Production of soft-drinks followed the normal seasonal upswing.

During the first 8 months of 1962, Italy's total foreign trade continued to expand as did its trade deficit. Over the comparable period of 1961, exports have increased by 13.6% (to $3,034 million) and imports increased by 13.2% (to $3,905 million). The trade deficit increased by nearly 12% (to about $871 million from $779 million in 1961). Preliminary information indicated a continuing high level of orders from abroad will result in further trade expansion but it appears doubtful that the high rate of increase achieved in recent years will be maintained.

U.S. sales unchanged

Italy's imports from the U.S. were relatively unchanged ($584 million) while its exports increased by some 19.5% (to $275 million). The U.S. continued to be Italy's second largest supplier, accounting for 15% of Italy's total imports, and was Italy's third largest buyer, with 9% of her total exports.

Italy's imports from its Common Market partners rose by 23.7% over the first 8 months of 1961, compared to an increase of 13.2% in imports from all countries.

Exports to the EEC countries rose by 26.8%, compared to the increase of 13.6% in overall exports. Italy's trade with the EEC countries in January-August 1962 resulted in a trade deficit for Italy of $170 million, an 11% increase from 1961.

Italy's imports from the Soviet Bloc increased by 7% (to $217 million) compared to the corresponding period of 1961, while exports to the Bloc increased by 16% (to $157 million). The Soviet Bloc now accounts for about 5.5% of Italy's foreign trade. The Soviet Union alone accounts for roughly half of Italy's overall trade with the Soviet Bloc. During the first 8 months of 1962, Italian exports to the USSR increased by a notable 34% over the same period last year.

During the consideration of the Fiscal 1963 Foreign Trade Budget, some concern was expressed at the decline in Italy's trade with the less developed countries. This development was partially attributed to the inadequacy of Italy's foreign commercial representation and to payments difficulties in many of these countries.

Government spokesmen stated that a major portion of the proposed increase to $432 million (270 billion lire) in the export credit insurance ceiling would be used to finance capital goods exports to

these areas. Final approval of this bill awaits Senate action.

The related draft bill appropriating $1.5 million (925 million lire) annually for interest rate subsidies for Title III Martinelli Law loans for fiscal years 1963-67 was passed by the Chamber on October 17.

Persistent dryness throughout most of Italy adversely affected late harvested crops. Forage, corn, potatoes, sugarbeets, olives, and grapes suffered the greatest damage before general rains in early October brought relief. Total losses attributed to the dry spell were unofficially estimated at about $480 million (300 billion lire). However, the overall effect of the late summer dry spell will not be as severe on total 1962 agricultural production. This year's bumper wheat crop was harvested before the dryness occurred.

Latest estimates of Italy's 1962 wheat crop indicated a 9.5 million metric ton harvest—8 million tons of soft wheat and 1.5 million tons durum wheat. This year's total production is about 15% over 1961's 8.2 million ton crop and nearly equal to the record 1958 crop of 9.8 million tons. At these levels, domestic soft wheat requirements during 1962/63 will be satisfied with some exports likely, while 200,000 to 300,000 tons of durum wheat for the pasta industry may need to be imported.

Corn production in 1962 is now estimated at just over 3 million metric tons —the lowest in 7 years. Much larger imports—probably 2.5 to 3 million tons —will be necessary in 1962/63.

Wages, costs up

Strikes and labor unrest continued to disturb industrial relations during the third quarter. The disappearance of much surplus manpower and industry's general willingness to absorb increased labor costs rather than risk unprofitable labor stoppages contributed to a favorable consideration of labor's demands. Rising living costs also spurred labor demands.

Recent but unofficial data on labor cost trends in 10 representative industrial provinces, based on legal and contractual minima, indicate substantial increases during the period August 1961-August 1962. Increases reportedly ranged in most cases from 6½ to 13% for metalworkers, 13 to 23% for chemical workers, 20 to 28% for building and construction workers, about 23% for woolen textile workers, and 22 to 35% for cotton textile workers.

Cost of living increases have partially offset the benefits of these wage increases, as the general cost-of-living index rose by 7½% from July 1961 to July 1962.

Unemployment figures for July showed a continuing decrease in the number of jobless, down by 6% since last year, to about half a million.

Finance

Italy's financial situation in the third quarter of 1962, although affected by the summer vacation lull, indicated a continued high level of investment. This was financed to a larger extent than heretofore by the banking system, since various uncertainties such as the possible market impact of the nationalization of private electric power companies have resulted in a slowdown in new issues of stocks and bonds.

The monetary authorities hope to increase bank liquidity and direct more bank funds into domestic investments by 2 measures which were scheduled to take effect on November 1; introduction of the auction system for ordinary Treasury bills and temporary authorization of foreign borrowing by the banks.

Budget developments in the first month of the new fiscal year revealed the normal slackening in public investment outlays pending Parliamentary approval of the fiscal year 1962 budgets. However, expenditures of government-controlled agencies were high.

The balance of payments was in heavy surplus during the third quarter although it was less than half as high as the surplus in the same period a year ago. Foreign reserves increased slightly during the period.

New bills aim to develop Norway's power, aluminum

The Norwegian Government has presented 3 bills to Parliament providing for the development of Roldal-Suldal waterways at an estimated cost of 370 million crowns. The State proposes to join Norsk Hydro, the country's largest electrochemical company, in a new company in which each party would own 50% of the 20 million crown capital stock. The project calls for the construction of 6 power stations with a combined capacity of 385,000 kilowatts. The Norwegian State's share of the power production would be used to establish a 360 million crown aluminum plant at Husnes, south of Bergen, by Sor-Norge Aluminum A/S, a Norwegian-Swiss-French corporation in which 50% of the 100 million crown capital stock will be Norwegian-owned. One Norwegian crown equals $0.141.

World steel output running 3% ahead of '61; U.S. up 5.8%

Russian production is 7.6% higher; Japan also up; EEC, UK outputs dip

World steel output for the first 9 months of 1962 totaled approximately 284 million net tons, 3% higher than the record output of 276 million tons in the same period a year ago, according to the Commerce Department's Business and Defense Services Administration.

The high production level was paced by the U.S., with output for the first 9 months of 1962 totaling 75 million tons, up 5.8% from a year ago. Total U.S. production for the year is expected to approximate the 98 million tons produced in 1961. So far this year the U.S. share of total world steel production has been 26.2%, compared to 25.6% in the first 9 months of 1961.

Output in the USSR for the first 9 months of 1962 totaled 62.2 million tons, up 7.6% from 1961. The Soviet Union's share of world production represented 21.9%, up slightly from 1961.

Steel output in the European Coal and Steel Community in the first three quarters of 1962 fell to 60.2 million tons, a million tons lower than the same period for 1961. Increases in the Benelux countries as a group and Italy, were more than offset by declines in West Germany and France.

Steel output for Japan, fourth largest world steel producer, increased slightly, while production in the United Kingdom, fifth largest producer, declined. Japanese output rose from 22.6 million tons to 22.8 million tons; the United Kingdom output fell from 19.1 million tons to 17.2 million tons.

Dominicans to buy almost $5 million in PL 480 rice

Agreement has been reached between the U.S. and the Dominican Republic on a program under Title IV of Public Law 480 (long-term dollar credit). This agreement provides for the sale of about 661,000 hundredweight of U.S. rice valued at $4,998,000 million (including certain ocean transportation costs. Purchases are to be made by June 30, 1963.

Ecuador continues comeback; business optimism rising

Liberalized Industrial Development Law brightens outlook; coffee, banana exports up; budget woes persist, however

Ecuador's economy, which started in 1961 to re-establish the country's outstanding stability of the past decade, began to show further indications of improvement in the third quarter.

Business and investor confidence have increased. Although the actual amount of new investments realized remained small, investors proceeded with the planning of new enterprises and a higher rate of new investment should occur during the last quarter of 1962.

Incomplete foreign trade data show that exports are running substantially higher than third quarter exports of last year while, at the same time, the country has been successful in holding imports to a reasonable level.

The 1962 value of banana and coffee exports through October 10, was notably higher than for the corresponding period in 1961. These 2 crops are the country's big foreign exchange earners.

Increased exports, liberalization of the Industrial Development Law and a revised tariff schedule gave additional impetus to economic confidence. Ecuador's support for the U.S. quarantine of Cuba did a great deal to clarify the domestic and political situation and provided further reassurance in the economic development planning of the country.

Budget problems continued to occupy a great share of the central government's attention, and there is a substantial deficit in the national budget for 1962. Throughout the quarter the Congress was making a study of the 1963 budget and was making strong efforts to find means of increasing revenues in order to avoid a deficit in 1963.

Exchange levels rise

Ecuador's holdings of international exchange reached their highest level since January 1961, increasing from $20.5 million on June 30, 1962 to nearly $28.7 million on October 11, and are expected to be at a comfortable year-end level.

The free market buying rate reached a high of 23.1 sucres to the dollar at the end of July and then improved during the remainder of the quarter. During August, September and October the value of the sucre fluctuated between 22.7 and 22.8 to the dollar.

Business, during the quarter, showed definite signs of improvement over the earlier part of 1962. Confidence stemmed from optimism over an expected high year-end export level, the stimulus to industrialization given by the new Industrial Promotion Law, announcement of a $5 million U.S. loan to Ecuador for industrial development, and a pronounced feeling that the Latin American Free Trade Association (LAFTA) would be a positive force in Ecuador's economic development effort.

Most businessmen are looking forward to an active period for the balance of the year. Sales in the third quarter were better than average; a few banking establishments reported a return of some flight capital; and merchants expressed the thought that the strong actions regarding the quarantine of Cuba may help contribute further to the repatriation of capital and the stimulation of business activity.

Local collections were reportedly fairly prompt. The wide-spread complaint among local businessmen seems to be that there is "not enough money in circulation," and some commercial houses reported that sales could be increased 5-fold, if money were available.

Bank reorganized

The reorganization of the National Development Bank under the direction of Galo Plaza Lasso, former President of Ecuador, is viewed as an indication of eventually improved credit facilities for industry as well as agriculture.

Businessmen and industrialists reacted favorably and with optimism to the announced $5 million U.S. industrial development loan. The Chamber of Commerce in Guayaquil and the Chamber of Industries in Quito received applications for benefits under the loan far exceeding the amount of money available.

During this period, a great deal of attention was also focused on the Mexico City sessions of the Latin American Free Trade Association (LAFTA) which began in August, with particular reference to tariff and other concessions which Ecuador hopes to receive for many of its products. LAFTA began to be regarded as a positive and potential beneficial instrument for the country's hoped for development.

During this quarter, the Ecuadorean Government took several positive steps which, if effectively carried out, should stimulate the country's banana, cacao, and wheat production.

Banana tax lifted

For example, to stimulate exports and protect Ecuador's number one foreign exchange earner, the Government removed the tax liability on banana exports exceeding average exports for the 3-year period 1960-62. This average is estimated at about 33 million stems of bananas.

Export-Import Bank approval of Ecuador's application for $500,000 credit for the importation of U.S. dairy and beef cattle was announced in Ecuador on October 8. Following the extension of this credit-line, the Netherlands Government offered: a $2.7 million credit for the importation of Friesian cattle; to build a quarantine station at no cost to Ecuador; and to provide scholarships for the training of Ecuadorean veterinarians in the Netherlands.

An executive decree promulgated in August gave the central government, in place of the municipalities, the authority to regulate electric power rates and related matters. This new authority is intended to assure that rate charges for electric power are sufficient to enable power companies to service their debts promptly and increase electric power facilities as the needs of the country require.

The U.S. Embassy arranged and sponsored the American Pavilion at the 18th Annual Agricultural, Industrial and Commercial Fair at Guayaquil. This drew an estimated 115,000 patrons. The American Pavilion housed the largest and finest exhibit of American products ever displayed in Ecuador. The theme stressed was "United States Products and Programs for a Better Ecuador."

ITALIAN AUTO INDUSTRY RISING

Preliminary reports indicate a continued rise in the output of the automotive industry. For all of 1962 experts predict a 22% increase in production and a 30% increase in exports. Domestic registration of new motor vehicles is about 24% over 1961.

Argentine recession deepens; credit restrictions fail to halt inflationary trend

Government asks foreign creditors to defer short-term debt obligations; trade deficit much smaller than 1961's; dry weather hits agriculture; textile, metal industries off

The business recession in Argentina that began early in the year deepened throughout the third quarter. Industrial production declined and sales contracted at a still greater rate. One notable exception was crude petroleum production, which maintained the major upward trend of recent years, according to the U.S. Embassy in Buenos Aires.

In step with the economic slow-down, and reflecting other factors such as the private sector's illiquidity and retrenchment in public development projects, imports were also falling off.

On the other hand, exports were running well above last year's level because of heavy grain shipments.

The Government opened negotiations with the U.S., Western European countries and Japan for an easing of Argentine public debt payment schedules for the last part of 1962, 1963 and 1964.

Credit restricted

The private sector was hard pressed by financial difficulties. However, the Government abided by its restrictive credit policy, considering that large scale expansion of means of payment would inevitably worsen inflation. Even with the pressure against price increases exerted by poor markets in numerous manufactured products, the cost of living rose nearly 10% during the quarter. The rise stemmed partially from rate increases for public services and transportation, in order to reduce deficits of State enterprises.

The Government's fiscal position was troublesome, and revenue collections were hurt by the recession and by illiquidity in the private sector. A national budget deficit of 50 billion pesos seemed indicated for the current fiscal year ending October 31, and the budget for the next fiscal year showed an uncovered deficit of nearly 6 billion pesos.

The financial crisis continued severe and widespread. Fiscal revenues were down, the cash deficit increased, and the Government fell further behind in payments to suppliers and employees. Credit restrictions designed to limit inflationary pressures contributed to a lack of liquidity among private firms. There were large numbers of bankruptcies. Despite the falling business tempo, the cost of living went up 9.9% during the quarter, bringing the cumulative increase for 1962 to 26.7%.

Peso deteriorates

The exchange market was under heavy pressure throughout the period and private and official exchange demands for external debt repayments and new imports, accompanied by flurries of capital flight, resulted in sharp and steady depreciation of the peso. Between June and September the monthly average peso exchange rate per dollar deteriorated from 117 to 126.

The Central Bank attempted to relieve exchange market pressures by drawing down reserves to meet current repayment commitments on public external obligations. The Bank's reserves were bolstered by drawings of $50 million from the International Monetary Fund (IMF) in June and $25 million from the U.S. Treasury and $20 million from the Agency for International Development (AID) in September. Bank holdings of convertible gold and foreign exchange reserves continued to dwindle and by the end of September totaled only $168 million.

Private external indebtedness, estimated at about $600 million on July 21 with monthly repayment commitments totaling about $30 million, generated strenuous demands upon local exchange availabilities and efforts to renegotiate outstanding foreign commitments.

The Government entered negotiations with European creditors to obtain deferment of short-term debt obligations. A late-October agreement provided for relief to Argentina amounting to an estimated $150 million on obligations falling due in 1963 and 1964.

The Government exerted efforts to retrench, but the budgetary situation continued to deteriorate. The budgetary deficit for 11 months of fiscal 1962 amounted to 50 billion pesos, which was covered in part by borrowing from Social Security funds and the Central Bank, by settling debts to contractors and suppliers with new issues of Treasury securities, and with cash proceeds of a patriotic reconstruction bond issue. To improve its revenue position, the Government authorized rate and price increases for services provided by most of the State agencies and enterprises, including the railways and postal, telegraph, and telephone services. New tax measures were decreed in late September, the most important of which was a 20% surcharge for 1962-64 on income taxes over 50,000 pesos.

Foreign trade

Official trade statistics for the first 8 months of 1962 show a deficit of $91 million, with imports valued at $932.1 million and exports at $841.2 million. Exports were 20% higher than the corresponding period of 1961, while imports were at approximately the same level.

The 1962 trade account is certain to show considerable improvement over 1961, when a deficit of $496 million was incurred. Export earnings in 1962 have benefited especially from much larger shipments of wheat than in 1961, although the increased shipments were made at the expense of a sharp reduction of reserve stocks. The minimal carry-over from the 1961-62 harvest will mean diminished export availabilities from the coming wheat crop.

Meat exports in January-August 1962 continued at the level of the preceding years, but the 40-day meatpacking strike which began in August points to a decline in exports for the full year 1962. The plants reopened in September without negotiating new labor contracts and currently are operating below full production.

On the import side a marked decline seemed in store for the final 4 months of the year. Imports in the first 8 months consisted largely of goods ordered before the economic down-turn in April. Since then problems of liquidity, retraction in

foreign suppliers' credits, declining internal market demand, and higher surcharges have led to a deep cutback in new import orders.

The cutback appears particularly in reduced imports of machinery and industrial raw materials. The Government adopted additional measures in the second and third quarters to discourage imports by imposing a general 20% import surcharge in April and a 100% prior deposit requirement in July. Both of these measures were short-lived, however, as the prior deposit was eliminated in August and the import surcharge in September, apparently on the strength of the Government's conviction that natural economic forces were leading to import reduction.

The Government also took steps to expand exports. It moved to revise the drawback regulations in the interest of simplification and expedition, and launched a program to facilitate financing of non-traditional exports. The program provided for Central Bank purchasing of letters of credit under terms of from 1 to 5 years, depending upon the commodity involved.

Primary emphasis in export promotion was placed on encouraging greater output of agricultural products through continuation of assistance measures in the form of tax relief credits, the removal of export taxes and retentions, and the establishment of higher support prices for major crops.

Agriculture

Bad weather afflicted the agricultural sector, with abnormally dry conditions sharply reducing seedings of winter grown grains. Only 4.2 million hectares of wheat, the smallest area planted since 1902, were officially estimated to have been seeded. Plantings of other small grains were also drastically reduced.

Drought conditions caused severe losses to livestock and forced partial liquidation of herds. By the end of the quarter farmers and ranchers were seriously disturbed by announced Government intentions to raise new revenues by imposing special levies on agriculture, and in mid-October the Minister of Economy announced that a 5% production tax, described as transitory, would be established in November on grains, oil seeds, cattle, and wool.

Climatic conditions improved toward the end of the period, boosting hopes that the seedings and yields of winter sown grains might be substantially expanded.

Production and market declines showed up in varying degrees in nearly all branches of industry, with the textile and metalworking branches especially hard hit. Also badly affected were the leather, wood products, and electrical appliance industries.

The business slow-down spread during the quarter, arousing serious concern throughout the business community. General illiquidity gave rise to demands for easier credit and pump priming. Government arrearages in payment of services and materials, amounting to an estimated 30/40 billion pesos, were an important factor in the overall picture. Also of primary importance was the drying up of foreign financing availabilities since the March "crisis of confidence."

Local businessmen encountered difficulty in securing new foreign financing in addition to meeting outstanding commitments. As a consequence, numerous plants shortened their work weeks and reduced employment, although most of the large companies tried to avoid drastic readjustment, preferring for the time being to accept inventory build-up rather than cutback to a current orders basis.

Petroleum and power

Crude oil production in the first 8 months of 1962 amounted to 56 million barrels, an increase of about 10% over the same period of 1961.

The country could be said to have attained self-sufficiency in crude production. Some petroleum imports are still made, largely because refinery output is not adequate to provide consumption requirements in the different distillates. These imports continued to decline, however, and expenditures for these purchases in the first 8 months of 1962 were $12.3 million less than in 1961.

The State oil agency YPF continued to experience serious financial difficulties arising in the main from the vigorous expansion of recent years. Arrearages on payments for oil deliveries of foreign production companies working under contract with the YPF amounted to some $25 million at the close of the period.

A 220,000 kw. plant of the electric power company serving Buenos Aires (SEGBA) was put out of commission by fire in August, depriving the heavily industrialized area of 20% of its electric power supply.

BALL BEARINGS UP IN ITALY

The Jan.-June 1962 production of ball bearings in Italy totaled 13,353 metric tons, up 17.5% from the first half of 1961. Jan.-Aug. exports were 4,188 tons, up 7.7% from last year. Imports increased by 20.2% to a total of 2,417 tons.

UN, World Bank aiding C.A. telecommunications study

An international agreement providing for a study of telecommunications needs in 5 countries of Central America and Panama and the region as a whole has been signed at the offices of the World Bank.

The national telecommunications systems need expansion and modernization and there is little connection between the systems, which are also of different types. This situation offers an opportunity for the development of an integrated regional telecommunications system.

The United Nations Special Fund agreed to finance the study in May 1962 and has allocated $770,000 toward its cost, which includes $75,200 in local currencies to be paid into a Special Fund Account by the 6 governments concerned.

The World Bank will act as Executing Agency for the project and will disburse the funds. The Bank will retain the services of experts from the French Ministry of Posts and Telecommunications to make the technical study.

The 6 countries will also contribute the equivalent of $125,125 to meet the cost of local personnel, services and other facilities.

Soviet bloc's sales to Sierra Leone nudge ahead

Sierra Leone's imports from the Soviet bloc in 1961 showed a slight increase from 1960, although remaining very minor. In 1961 Sierra Leone imported goods valued at $2.7 million from bloc countries; the comparable amount for 1960 was $2 million, or about 3% of total Sierra Leone imports.

The principal commodities imported, primarily from East Germany, Czechoslovakia, and Poland, were chemicals, foodstuffs and miscellaneous manufactured goods. Sierra Leone exports to the bloc are nil.

Irish industrial tariffs will be cut 10% on Jan. 1

The Irish Republic will cut all industrial protective tariffs by 10% effective January 1, 1963. This cut will not apply to agricultural or revenue tariffs. This unilateral reduction in protective tariffs is a step in the Government's program to adjust Irish industry to the keener competition which it must face whether within the Common Market structure or outside it, as the case may be.

South Africa to ease curbs on imports in 1963; autos, plant, equipment affected

Additional $84-98 million expenditure under increased allocations held possible in line with new policy

Some relaxation during the coming year in South Africa's import control policy was indicated in a recent announcement by the Minister of Economic Affairs, the U.S. Embassy in Pretoria reports.

Increased allocation of import permits in 1963 may result in the expenditure of the equivalent of an additional $84 to $98 million for imports, it is estimated. Among items affected will be automobiles, farm tractors, raw materials, capital plant and equipment, and consumer goods.

For commodities not available from local sources, manufacturers importing their own raw materials will be given import permits adequate to maintain stocks at a 6-month level. This continues a plan put in operation during 1962. According to the Minister, there was no need to issue an initial allocation of import permits for 1963 for manufacturers' raw materials.

Reasonable stocks

Merchants importing raw materials for resale will be treated somewhat more liberally during the coming year and will be allowed to build up reasonable stocks. Their initial allocation of permits will equal 50% of their 1960 level of imports.

With regard to imports of capital plant and equipment, consideration will still be given to the availability of local plant and equipment. Initial permit allocations will be for 50% of the 1960 level for those items with a freight-on-board cost not exceeding $1,400 (1,000 rands). Special applications will be required for more expensive items.

Consumer goods

To enable importers of consumer goods to plan for the entire year, the Minister stated his intention to increase total allocations for Category A consumer goods in 1963 from 100 to 110% of the average import in 1959-60. Total allocations for Category B consumer goods are to be increased to 45% of an importer's assessment basis (1959-60), compared with 40% authorized in 1962. Initial 1963 allocations will be for 60% of the 1959-60 average for Category A goods, and for 30% of the importer's assessment for Category B.

The restricted list is being scrutinized with a view to modification, and as an additional concession importers in 1963 will also be able to convert their permits on a rand-for-rand basis for importation of goods on the restricted list for the first $7,000 (5,000 rands) of their permits, as against the $4,200 (3,000 rands) limit on such conversions in effect during 1962.

Tractors

Importation of agricultural tractors of makes previously placed on a quota basis will be permitted up to 100% of the 1960 level. The initial allocation of permits for tractors will be equal to 50% of this level. This is considered a temporary measure pending a Government decision on the recommendations in a report of the Board of Trade and Industries, which recently investigated the country's tractor requirements.

Import permits for structural timber and fertilizers will be dealt with on a special basis because of the rapid increase in local ability to supply domestic needs.

Importation of 42,000 new automobiles will be permitted in the first half of 1963. This compares with the figure of 30,000 recently announced in connection with the Government's approval of a new import-bonus plan for automobile assemblers.

Other "advance" import allocations for 1963 will be: textile piece-goods—50% of the annual average 1959-60 imports; rice—50% of 1960 imports.

> Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Nicaragua again cuts List 2 prior deposits

Nicaragua has reduced the prior deposit requirement to 40% of cost, insurance and freight value for all imports classified on List 2 of "lesser essentials," the U.S. Embassy in Managua reports. Previously, List 2 commodities required a prior deposit of 90% of the c.i.f. value of the merchandise before an import permit would be issued.

This is the second reduction for List 2 items this year, the Government having previously reduced the deposit from 100 to 90% (INTERNATIONAL COMMERCE, June 25, 1962, p. 44).

Nicaragua's improved foreign exchange position in 1962 has permitted these two reductions. Holdings on Sept. 30, 1962, amounted to $23.3 million compared with $18.6 million at the same time a year ago.

The new reduction for List 2 items went into effect on November 13. The 100% deposit required for List 3 items (considered non-essentials) has not been changed. There is no prior deposit in connection with importation of List 1 items (essentials).

Colombia delays applying new consular regulation

The new Colombian consular regulation requiring a separate consular invoice for each import license (INTERNATIONAL COMMERCE, November 12, p. 15) has been indefinitely postponed, according to information received at the Department of Commerce from the Colombian Embassy in Washington. The effective date was to have been November 1.

The U.S. Embassy in Bogota reports that the regulation is being re-studied for possible modification.

Pact between United Kingdom, Japan defines their trade relationships for minimum six-year period

Long-term most-favored-nation treatment extended; exchange made of certain guaranteed rights for persons, firms, shipping, goods

A far-reaching Treaty of Commerce, Establishment and Navigation between the United Kingdom and Japan was signed at London on November 14. The agreement—establishing a normal settled basis for commerce and ending the uncertainty inherent in annually negotiated trade arrangements—provides that the principle of most-favored-nation treatment will govern commercial relations between the two countries.

Either party, however, may restrict imports when competition disruptive to domestic producers develops. Such action can be taken unilaterally when agreement is not reached on measures of redress.

'Sensitive' items

Another protective device is the continuation of controls over specified items of a particularly "sensitive" nature. Japan has agreed to exercise voluntary restraint over the export of an expanding quota of mainly textile products, as well as over transistor radio and television apparatus and parts. Other "sensitive" items, including sewing machines, binoculars, toys and pottery, are to be under British import control.

Annually expanding quotas, with liberalization except for textile items before the end of 1967, have been scheduled for most of these "sensitive" products. It is considered likely, however, that other categories, including scientific and precision instruments, will be added to the list. Up to now the United Kingdom has unilaterally maintained restraints on a significantly large number of Japanese goods.

The treaty is to remain in force for a minimum of 6 years following formal exchange of ratification next spring. If neither country shall have given notice of termination to the other 12 months before expiration of the 6-year period, then the agreement will continue in effect until either country gives 12 months notice of a desire to terminate.

Current trade arrangements have been renewed to cover the period before the treaty comes into force and an interim relaxation of quotas will take place during this period.

Mutual benefit

The new agreement should be beneficial to exporters of both countries, since British-Japanese trade will receive treatment equal to that accorded the U.S. and other parties to the General Agreement on Tariffs and Trade (GATT). In its broadest context the treaty should also provide increasing opportunities for profitable exchange of know-how between Britain and Japan.

Further details concerning the treaty may be obtained from the British Commonwealth Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Lebanon revises tariffs, foreign trade regulations

Recent changes in Lebanese tariff, import and export regulations are reported by the U.S. Embassy in Beirut as follows:

The import duty on electric elevators (tariff item No. 84-22) was reduced from 25 to 15% ad valorem.

Importation of kerosene-powered motor vehicles is prohibited, as well as gasoline-powered motor vehicles if their engines can indiscriminately use kerosene or diesel oil. Exceptions are made for vehicles intended for transportation between Lebanon and another country.

Temporary importation under bond was authorized for crude aluminum ingots imported for transformation into disks or plates, raw sponges imported for cleaning and packing, and butane intended for bottling.

The export and re-export of scrap cast iron and copper is prohibited.

Chile Central Bank requires exchange to move fast

Remittances abroad, futures, damage payments are affected

The Central Bank of Chile has modified some of the rules for trading in the bankers' official exchange market (one dollar equals 1.40 escudos). Representing adjustments in the regulations established in January 1962 rather than substantial alterations in the character of the exchange system, the new regulations are:

1. Exchange sold by the banks to cover imports or other authorized payments must be remitted abroad immediately after the Central Bank's approval of the exchange cover.

2. Banks are now permitted to buy futures from exporters within 60 days of the shipping date. Previously, banks could not purchase such futures until shipment was made. In addition, banks may now sell future exchange to cover not only imports with a prior-deposit requirement of 10% or less but also basic food items imported into Arica from neighboring countries, and the following foods imported into all free-port areas: live and frozen chickens; sheep for immediate slaughter; rice; fresh fruits and vegetables; chilled and frozen pork; fresh and condensed milk; edible oils; refined white sugar; and citrus fruit.

3. Payments for damage under marine insurance policies issued by Chilean companies on foreign firms doing business in Chile are to be liquidated through the banker's official market within 10 days of payment, which is presumed to be within 180 days after the damage to the vessel.

Holders of the World Trade Information Service publication *Licensing and Exchange Control in Chile*, Part 2, No. 62-18, should note these modifications.

THAILAND: INDUSTRY LOANS

The Industrial Finance Corporation of Thailand (IFCT) granted 6 industrial loans in October, totaling about $430,000. Industries involved are rope manufacture for fishing nets, tobacco curing, teak products, wood curing, antiseptic powder, and straw mat weaving.

Ghana's general tariff rise bears heavily on foodstuffs; purchase tax moves downward

Higher duties also imposed on tobacco products, clothing, non-essentials; auto purchase tax determined by value

Generally higher Ghanaian tariff rates, announced in a recent budget speech by the Minister of Finance, have had their greatest effect on foodstuffs, the U.S. Embassy in Accra reports.

Among other commodities now subject to higher duties are tobacco products, clothing, and non-essential manufactures.

Rates

Some details of the tariff increase follow:

General tariff (rate at which goods are dutiable if a specific rate is not assigned in the tariff schedule): Increased from 30 to 33 1/3% ad valorem.

Foodstuffs: Flour, duty raised to 5d. (6¢) per pound; rice to 3d. (4¢) per pound; processed milk to £1 ($2.80) per cwt.; canned or fresh vegetables to 1s. (14¢) per pound; canned fish to 3d. (4¢) per pound, and canned meat to 6d. (7¢) per pound.

Tobacco: Tariff on cigars and cheroots increased to £4 ($11.20) per pound; cigarettes to £3/15s. ($10.50) per pound; other manufactured tobacco, to £3 ($8.40) per pound.

Clothing: Canvas and/or rubber boots and shoes, raised to 3s./6d. (49¢) each or 66 2/3% ad valorem, whichever is higher; cardigan sweaters and men's shirts, to 2s/6d. (35¢) each or 40% ad valorem, whichever is higher.

Miscellaneous manufactures: Paints, lacquers, etc., increased to 33 1/3% ad valorem; turpentine to 1s. (14¢) per gallon; gasoline to 2s./8d. (37¢) per gallon; furniture to 40% ad valorem; edible oils to 20% ad valorem; aluminum sheets to 3d. (4¢) per sq. ft.; beer to £1 ($2.80) per gallon; radio receiving sets to 33 1/3% ad valorem; bar soap to 16s. ($2.24) per cwt.

Purchase tax

In contrast to the rise in tariffs, a general lowering of the purchase tax has been effected. As applied to vehicles, in particular, it has been extensively revamped, and the new rates are now levied on the value of the vehicle rather than on the size of the motor. There follows a list of significant changes in the purchase tax:

Vehicles: Tax has been lowered to 10% on non-commercial vehicles not exceeding $1,400 in value; maximum rate leviable on non-commercial vehicles is 75% for vehicles valued at more than $5,600. Commercial vehicles imported already assembled are taxed 5% if valued at less than $2,241, up to 33 1/3% where value exceeds $7,000. Commercial vehicles assembled in Ghana are not taxed unless their value exceeds $2,240. Thereafter, taxes increase to a maximum of 15%. The tax on bicycles and tricycles is now 5%; that on motorcycles, scooters, and other similar vehicles is currently 7½%.

Electrical equipment: The tax on such items as desk fans, irons, boilers, toasters, domestic stoves, ovens, and cookers, has been reduced from 33 1/3% to 10%.

Miscellaneous manufactures: Purchase tax was cut from 66 2/3% to 33 1/3% on refrigerators, air conditioners, musical instruments, records and record players, household washing machines, vacuum cleaners, floor polishers, rugs, carpets, and mats.

Additional information on tariff and purchase tax rates is available from the Middle Africa Section, Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Moroccan shipping law limits foreign vessels

A shipping law promulgated October 26 by Morocco requires that 40% of certain imported commodities and 30% of certain exported commodities be carried in Moroccan flag vessels, according to the U.S. Embassy in Rabat.

Listed commodities include sugar, citrus fruit, early fruits and vegetables, cereal grains, phosphates and bulky products, lumber, stakes and poles, cork, tea, canned fish and fish meal, plant fiber, alpha grass, wine in casks, milk, and butter.

Charterings of all foreign ships carrying the specified items will be subject to previous authorizations.

Detergent duty hiked, tax also imposed by Nicaragua

Nicaragua has increased the import duty and imposed a consumption tax on detergents whether imported or produced locally, the U.S. Embassy in Managua reports.

Scope

The import duty was raised to 40¢ per gross kilogram plus 25% of cost, insurance and freight value, effective Oct. 27, 1962. Previously, the duty was 20¢ plus 25% of c.i.f. value. The new rate applies only to imports from outside the Central American common market.

Detergents produced within the common market are duty-free. The consumption tax, applicable to imported (including imports from Central American countries) and domestically produced detergents, is .60 cordoba (8½¢) per pound.

Revenue needed

The action was taken, according to the implementing decree, to protect Nicaragua's newly opened detergent plant, Detergentes de Nicaragua S. A. The consumption tax is intended to make up for revenues to be lost in switching to domestically produced detergents.

Austria studies effects of waived duties on prices

In an effort to lower Austrian consumer prices, the Ministry of Finance has waived until Jan. 31, 1963 customs duties on oranges, geese, turkeys, and fish canned in pure oil, according to the U.S. Embassy in Vienna. During the period of the waiver, a study will be made to determine the responsiveness of consumer prices to these tariff exemptions.

The Austrian customs conference has recommended substantial tariff reductions for household goods, glassware, razor blades, coffee extract, frozen fruits and vegetables, and sewing machines. The Finance Ministry is held certain to accept these recommendations.

U.S. turns down Red order for $43 million in machine tools

Department approved export of $16 million in non-strategic materials during third quarter; new measures tighten controls

The U.S. Department of Commerce approved export license applications to the European Soviet bloc for a total of $16.9 million in the third quarter of 1962 and denied applications totaling $44.6 million.

The figures include final action taken on a number of long-pending applications, including denial of licenses for shipment of automotive machine tools valued at $43.7 million to the Soviet Union and Czechoslovakia.

The Commerce Department report summarizes a statement made to the Select Committee of the House of Representatives, on the Department's interpretation of recent amendments to the Export Control Act and actions taken to carry out committee recommendations. The Export Control Act was amended at the beginning of the quarter and extended to June 30, 1965.

The report lists several actions taken to tighten controls, including the hiring of 7 additional investigators. It also explains enlarged programs, in cooperation with the Customs Bureau, the Post Office Department and the State Department, for spot checking shipments both before they leave the U.S. and after they reach foreign destinations.

The Department had 229 cases under investigation during the 3rd quarter including 15 surveys to detect possible violations of export controls. At the close of the quarter 43 cases had been closed; 9 were dropped; 2 were referred for legal action; and the others were given warning letters. During the quarter 64 shipments, valued at $110,500 were seized.

Major denials, aside from the $43 million worth of automotive machinery, were rejection of requests for licenses to export $485,000 worth of aluminum alloy ingots and $100,000 worth of truck parts to Rumania. Approval was granted for shipment of $1.5 million worth of U.S. excavation machinery and tractors for Finnish contractors on a building project in the Soviet Union, provided that the equipment be shipped back to Finland on completion of the project.

Another export license issued was for shipment of $1.9 million worth of Mexican cotton through the U.S. to Czechoslovakia. A shipment of $737,199 worth of tobacco to East Germany also was approved, as was a shipment of $1,132,000 worth of materials for nylon manufacture in the Soviet Union. Another large shipment was $3.3 million worth of paper converting machinery to the Soviet Union. Over half of the approved licenses were for agricultural products, chemicals and plastics.

"Export Control, Sixty-first Quarterly Report," is available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any Department of Commerce Field Office, at 20 cents a copy.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Commerce denies U.S. export rights to 3 W. Europeans

Shipped 30 kg. of pure beryllium to firm in European Soviet bloc

The Commerce Department's Bureau of International Commerce has permanently denied all U.S. export privileges to a Swiss and 2 West German businessmen for illegally shipping U.S.-origin beryllium to the European Soviet bloc.

Named in the final denial order, issued November 29, are Georges Anton de Pouz of Zurich, Switzerland; Egon Wilhelm Braun of Hamburg, West Germany; and Gerard William Grund of West Berlin. The order also names de Pouz's firm, Technical Progress S.A., in Zurich, and Grund's firm, Intimex G.m.b.H. (International Import & Export Co., Ltd.), in West Berlin.

The Bureau said that in April 1958 de Pouz received an order from a Soviet bloc customer for 30 kilograms of nuclear pure beryllium. De Pouz requested Grund to obtain this material for him, and Grund forwarded the request to Braun.

Braun and Grund notified de Pouz that they would deliver the beryllium to him in West Berlin. However, de Pouz requested delivery in East Berlin. Braun and Grund then personally carried the material from West Berlin to East Berlin and turned it over to de Pouz, who delivered it to his Soviet bloc customer.

The Bureau found that each of the 3 knew that in transshipping U.S. beryllium to the Soviet bloc they were violating U.S. export control regulations.

As a result of this and other illegal transactions, the trio were sentenced to imprisonment and fined by the Federal Republic of Germany for criminal violations of its export laws.

The denial order prohibits Braun, Grund, and de Pouz, and all persons and firms related to them, from ordering, receiving, disposing or otherwise participating in U.S. exports, either directly or indirectly. It further states that no other persons or firms may engage with them or on their behalf in any transactions involving commodities or technical data exported or to be exported from the U.S.

Manufacture of scientific equipment, industrial or consumer products asked by 6 United Kingdom firms

Venture or license openings in textile, engineered products

A joint venture is sought by a U.K. manufacturer of narrow fabrics.

In addition, other firms want licenses for wireworking machines; scientific, laboratory and refrigeration equipment; industrial dishwashers and carpet sweepers; electric toasters; products requiring foundry fabrication and machine shop facilities; pumps; mechanical and electrical engineering products; and engineering and electronic products.

❶ A manufacturer of narrow fabrics, Christmas decorations and display goods, and gift tie ribbon is looking for a joint venture. The firm wants to manufacture any item which has a high summer sales potential or which would be related to its present production.

Write to Porth Textiles, Ltd., Llwynypia, Rhondda, Glamorganshire, S. Wales.

❷ A firm of precision engineers seeks licenses to make the following products: Wire coiling, drawing and baling machines; X-ray, scientific, laboratory and refrigeration equipment; industrial dishwashers; carpet sweepers and electric toasters.

Write C.T.L. Engineering Co., Ltd., Cromwell and Ashton Rds., Bredbury, near Stockport, England.

❸ A marine and general engineering company wants licenses to make new products. Because of the recession in the shipbuilding industry, the firm has facilities available in its iron foundry, nonferrous foundry, fabrication shop and machine shop.

Write to Charles D. Holmes & Co., Ltd., St. James St., Hull, Yorkshire.

❹ An engineering firm seeks a license to make medium-sized U.S. pumps. It can undertake vertical boring up to 7 feet in diameter and horizontal boring of castings up to 5 by 5 by 8 feet, with the weight of individual castings to be up to about 3 tons.

Write Smith's (Harlow) Ltd., Western Industrial Estate, Harlow, Essex.

❺ A firm of mechanical and electrical engineers wants to manufacture under license products complementary to its present range of equipment.

It produces colliery equipment, coke-oven plants, agricultural machinery, elevators for the building trade, bag-filling machines for cement and powder products, dust collectors, reciprocating pumps and sewage distributors.

Write to M. B. Wild & Co., Ltd., Argyle St., Mechells, Birmingham 7, England.

❻ Manufacturer seeks license to produce U.S. engineering and electronic products. It presently makes press tools, jig fixtures, special purpose machines and supplies precision sheetmetal work to the electronics industry.

Write to McKettrick-Agnew & Co., Ltd., Great North Rd., Macmerry, East Lothian, Scotland.

Paper, pulp mill venture asked

A $10.8 million investment indicated for Sudan project

A Sudanese paper producer seeks a joint venture to erect and operate a paper and pulp mill in that country.

The firm produces pulp and paper of various grades and cardboard.

The Government of the Sudan is interested in this project and would welcome an American investor.

Technical and financial collaboration are sought to produce 21,600 tons of paper and cardboard annually.

Area advantages

It is proposed that the new plant be set up in a city in the southern part of the country on the banks of the White Nile. The city is linked to north and south by steamer service and has a new airport and telegraph and telephone facilities.

Raw materials available include an abundance of papyrus stalks which can be harvested 3 times a year. There are ample supplies of skilled and unskilled labor.

The total investment and working capital required are estimated at $10.8 million. Some local capital is available for this purpose.

Additional information can be obtained from the Office of International Investment, Code 1-2621-2, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Company in South Africa seeks cosmetic licenses

A beverage manufacturer seeks licensing arrangements with U.S. firms for the manufacture of cosmetic products by its subsidiary company which makes a limited range of cosmetics.

Products for which licensing is sought are: Face powders, lipsticks, deodorants, face creams, after shave lotions, perfumes, men's hair creams, freckle creams to lighten skin complexions, and special lipsticks and face powders for dark-skinned people.

The firm proposes that most of the required raw materials would be imported from U.S. firms which would get their return or royalty by charging a premium for their materials.

The South African firm also stated that it would not be adverse to participation in this venture by possible U.S. licensors.

Write Lee-Chem Laboratories (Pty.) Ltd., P.O. Box 1316, Johannesburg, Republic of South Africa.

Plastic goods or machine parts licenses requested

Licenses are sought in the Netherlands for the production of plastic goods by the injection molding and blowing process and machine parts and instruments.

● A license is sought to manufacture plastic household goods, toys and gadgets by injection molding and blowing process.

Write to Plasticfabriek Wilhelm, Houtrijkstraat 140, Amsterdam.

● A firm specializing in subcontract work for American companies in the Netherlands seeks licensing rights to produce machine parts and instruments.

Write to Blanken & Ritsema N.V., Liebergerweg 104, Hilversum.

Mexican firm seeks capital to produce jewelry items

Casavantes y Cia, S.A., Edificio Monterrey, 1401 Monterrey, N.L., Mexico, is a firm engaged in the design and sale of class rings, service awards and similar articles.

It is interested in making a connection with a large American concern that would be willing to furnish equipment for the manufacture of these articles which are now produced on a subcontract basis.

It is claimed that the sales potential for these items would be increased with lower prices and direct manufacturing operations.

An estimated $50,000 would be needed to cover equipment costs and other expenses in an expansion program.

Interested U.S. investors are offered a 50% equity with management participation and representation on the board of directors, in exchange for financing the necessary equipment.

Venture requested in Pakistan for canvas production

Technical know-how, machinery needed for proposed new plant

A Pakistan firm proposes to establish a plant in Karachi to produce high-grade waterproofed canvas or cotton duck. Technical know-how and machinery are being sought for the project.

There are 3 or 4 small to medium sized canvas manufacturers in Pakistan.

Most of the domestic requirements stem from the Pakistani Army and Government. According to army standards, the quality of domestic production is not acceptable and their requirements are met by imports.

A project report is available on loan. This contains information on the promoters, project location, power, labor, specifications, capacity and many other items. Address inquiries to the Office of International Investment, Code 4-2211-1, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Nigeria has 100 industrial areas offering potential for Americans

A 40-million consumer market is ready for developments in the food, chemical, lumber, agricultural, electrical and metalworking lines

A new Nigerian publication mirrors current efforts by this African nation to attract and welcome private American investment to what is termed "one of the fastest growing markets in the world."

The market, with 40 million people, has a potential for many types of manufacturing enterprises which American investors may find attractive.

A new publication, *One Hundred Industrial Possibilities in Nigeria, An Introductory Guide for Prospective Investors,* recently published by the Federal Ministry of Commerce & Industry, Lagos, Nigeria, states that Nigeria desires private investment in its industrial potential.

Industry incentives

The Nigerian Government has created conditions to make industrial investments attractive, including 5-year tax holidays, import duty relief, special provisions for the remission of profits and capital, accelerated depreciation allowances and tariff protection for infant industries. Ample labor is also available.

An Economics and Statistics Division has been established within the Ministry of Commerce & Industry as a means of helping potential investors. This group is assisted by outstanding development advisers in cooperation with the U.S. Agency for International Development.

The new publication contains preliminary information on 100 industrial categories which may interest potential investors. Some of the industries deemed desirable for Nigeria and thought to offer promise for private American investors are food processing and agricultural products, lumber and sawmill products, agricultural chemicals and pharmaceuticals, multi-purpose metalworking machinery and related products and electrical appliances.

Capsule information on these industries follows.

Food processing and agricultural products. Processed tuna and shrimp should be attractive as these marine resources are plentiful and remain to be exploited.

Northern Nigeria is an important source of meat for the country and the area is ready for the introduction of modern techniques of refrigeration, canning and preserving.

Processed poultry and feeds is another promising field.

Other food items are canned milk, ice cream, fruit and fruit products, milled rice, sugar, starch and derivatives, soluble coffee and many others.

Lumber and sawmill products. Timber is said to constitute about 5% of Nigeria's total exports. There are considered to be good opportunities for sawmills to upgrade timber exports into lumber and other wood products.

Various derivatives of wood reported

MAINTENANCE WORK: Mechanics carry out an engine check in a tug at Warri, the water transport base for an extensive survey of Nigeria's commercial oil potential. (Photograph courtesy of Shell Petroleum Company, Ltd.)

to have investment potential are plywood and veneer sheets, wood composition board, furniture, and paper and paper products.

Agricultural chemicals and pharmaceutical products. No chemical fertilizers are produced now. The country has great need for such commodities.

Natural gas is available in Nigeria and phosphate rock can be obtained from nearby Togo to produce fertilizers.

Large quantities of surplus soft coal and natural gas indicate that a chemicals industry also has good potential. Pharmaceuticals, insecticides, fungicides, pesticides, herbicides, ointments, liniments and many other products are said to have good domestic markets.

Four pharmaceutical plants are presently operative but are essentially repackagers of commodities in this field.

Multi-purpose metal working industry and products. The construction industry and its multitudinous requirements should also interest potential American investors.

Specifically cited are the manufacture of such items as steel reinforcing rods, galvanized steel sheets, iron and steel castings, household utensils, metal furniture, cultery, hardware, agricultural hand implements, lighting fixtures, stoves, and many others.

Electrical appliances. The increasing urbanization of the country, coupled with the wider use of electricity, provides a market which is increasing its demand for small electrical appliances. Such items as table fans, hot plates, toasters, air conditioners and refrigerators, radios, television receivers and record players should be seriously considered.

Earlier issues of INTERNATIONAL COMMERCE with articles on Nigeria which may be of interest to readers include those of June 18, p. 33, and September 17, pp. 7-9.

For copies of the publication *One Hundred Industrial Possibilities in Nigeria*, address inquiries to the Office of International Investment, Code 1-910-24, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

French firm asks vinyl coated fabric license

A manufacturer of coated fabrics seeks a license to produce U.S. expanded vinyl-coated fabrics.

The firm sells principally to the automobile industry and the French Government.

Write to Société Texal, 41 rue Joseph de Maistre, Paris 18e, France.

PHILIPPINE MISSION

Particle board plant, animal feed, cookie, cracker projects proposed

Island firms seek joint venture, license agreements; continue to show interest in use of U.S. brand names

Additional Philippine business interests seek connections with American producers, interview reports from the recent U.S. Trade and Industrial Mission to that country indicate.

The new joint-venture or license proposals include a particle board plant and projects in animal feeds or crackers and cookies.

Recent issues of INTERNATIONAL COMMERCE that have carried other Philippine investment material include those of December 3 and November 12 and 26.

2042 Animal feeds

A manufacturer with extensive facilities to produce animal feeds seeks a joint venture/licensing arrangement with an American firm.

The concern supplies 19% of the Philippine market using only 50% of its capacity.

It offers to supply labor, fixed assets, local raw materials, operating capital and outlets.

The American company is to provide the use of its brand name, technical experience and know-how, financial assistance, and research facilities to develop the cheapest and most efficient feed formulas.

The Philippine firm says it now sells an average of 60,000 bags of animal feed a month. Its studies indicate a fast-growing market.

Sarmiento Enterprises, Inc., Room 5, Metropolitan Theatre Bldg., Plaza Lawton, Manila.

2052 Crackers & cookies

A dealer in crackers and cookies seeks a license to manufacture and package American brand-name products.

Write to Jose L. Espinos, Bacolod City.

2499 Lumber, particle board plant

A large manufacturer, importer, exporter, wholesaler and retailer of logs and plywood seeks a joint venture with a U.S. firm to build a particle board plant.

The firm logs 10 million board feet monthly, has logging leases covering 250,000 acres, owns 57 tractors and 200 pieces of rolling equipment.

Building a particle board plant is an integrated part of the firm's expansion program. It is building 2 plywood plants in Mindanao which will each produce 6,000 4-by-8-foot sheets daily.

The firm states that it has the raw materials, power, management, land and the logging enterprise, as well as financial means.

The firm's joint-venture proposal pertains to know-how, some financial means and/or equipment.

Write to Sarmiento Enterprises, Inc., 256-258 Uyanguren St., Davao City.

Colombia cooking oil plant seeks U.S. capital

$2-$300,000 investment asked, partial ownership offered

A Colombian producer of vegetable cooking oil wants to establish contact with an American company or individual willing to invest from $200,000 to $300,000 in his company.

The firm is said to be one of the largest Colombian manufacturers of vegetable cooking oil made from sesame and cottonseed.

Capital provided by the U.S. investor will be used for expansion purposes, in anticipation of increasing consumer demand for vegetable oil.

In return for equity participation, the U.S. investor will be granted partial ownership with management responsibilities, particularly if he is technically qualified.

The firm now produces 5½ metric tons of vegetable oil a day which reportedly can be quadrupled if additional U.S. capital is available.

Additional information can be obtained from the Office of International Investment, Code 2-2096-1, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Finnish owner of lead, zinc deposits looks for capital

The owner of several mineral deposits is seeking financial assistance to diamond drill his lead-zinc deposits in western Finland.

He is willing to discuss selling 50% of his stock for $100,000.

The ore contains an estimated 19.6% zinc and 19.3% lead, and the deposits could yield 20 million tons of lead and 3 million tons of zinc.

Write to Kalliotoute Oy, Annankatu 31-33, Helsinki, Finland.

Mining, boatyard openings are available in Chile

Two Chilean firms seek the participation of American companies in boatbuilding and mining activities.

- A manufacturer of machinery and boilers plans to establish a boatyard to build commercial fishing vessels.

He seeks a licensing arrangement with a U.S. firm in order to build vessels capable of carrying up to 180 tons of fish.

The firm is also interested in establishing contact with a U.S. supplier to handle purchase orders for equipment to be used in the construction of fishing craft.

Write to FORAM CHILENA, Ltda., 812 Huerfanos, Office 506, Casilla 2796, Santiago, Chile.

- A Chilean clothing manufacturer wants to get in touch with American investors who would be interested in working his copper, iron ore and ferromanganese mining claims. These are located in Iquique and Valparaiso.

Write to Eduardo Carvajal G., 346 Blanco, Valparaiso, Chile.

Arrangements wanted for fish-processing plants

The Irish Sea Fisheries Board is looking for proposals from U.S. fishing concerns interested in three small fish-processing establishments. The facilities consist of freezing, smoking and cold-storage installations and a small pilot fishmeal plant.

The Board will consider proposals which involve the leasing of any of these facilities, their outright purchase or the formation of a new company to acquire and operate the installations in which the Board would acquire a majority of the voting shares.

Interested American firms may write The Secretary, An Bord Iascaigh Mhara, 67 Upper Mount St., Dublin 2, Ireland.

Tanganyikan group proposes to erect office building

Seeks assistance from U.S. firms for first development project

A newly formed Tanganyikan corporation plans to sponsor development projects in that country and is seeking American collaboration.

Inspired by the success of the neighboring Uganda Development Corporation, the new group is sponsored by business and political leaders serving as trustees for the Tanganyikan African National Union.

The corporation proposes to purchase business and industrial property, assist in property management and improvement and participate in a multitude of ventures. The ventures include fishing, factories, contracting, distribution, transportation, banking, insurance, publishing, industrial development, financing and other fields considered essential for the economic development of Tanganyika.

One of the plans proposed by the group is the formation of an African construction company. The first project would be erection of a multistory office building in the heart of Dar es Salaam.

The total estimated cost of the proposed "Uhuru (Freedom) House" is said to be about $670,000, according to available information. The entire 340,000 sq. ft. floor area could reportedly be leased on a 10-year basis for an annual gross rental of over $100,000, leaving an estimated net return of 12% on the cost.

Those interested in participating in the first project should write to Mr. A. C. Faraji, general manager, Mwananchi Development Corp., Ltd., P.O. Box 9151, Dar es Salaam, Tanganyika.

Cambodian sawmill operations urged

Bids invited from American firms; timber concession available

A July 16 article in INTERNATIONAL COMMERCE, page 39, described an opportunity for a joint-venture partner to help develop the timber resources of the Veal Renh Forest Reserve in southern Cambodia. A later article in the October 22 issue, page 38, reported that bids were invited to cover the supply and installation of a complete sawmill in connection with this project.

The purchase of this sawmill is reported necessary to permit initial production of timber from the Veal Renh Reserve.

Although a December 15 bid deadline has been set for submission of sawmill bids, late bids will be honored if notifications of intentions to bid are received by Soc. Khmere Exploitation Forestiere, B.P. 434, Phnom Penh, Cambodia, ahead of the deadline. Quality as well as price will be considered and American products are preferred, it is indicated.

Timber use stressed

The Government of Cambodia is interested in further utilization of its timber resources.

A recent forest survey report indicates that the Veal Renh Reserve represents but 200,000 acres of a 9½-million-acre survey area of which 90% is forested.

The Government is offering a long-term timber concession within the area with the proposed concession to be administered by a joint Government-private enterprise. It is anticipated that additional concessions will be offered when the national survey is completed in 1963.

Copies of Cambodia's first forest survey report covering about one fifth of the country are available on loan from the Office of International Investment, Code 3-240-3, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. In requesting copies it is suggested that responders indicate the nature of their interest and whether they plan to bid on the sawmill project which may be a key to joint-venture negotiations.

Assembly license for air conditioners asked in L.A.

A Venezuelan manufacturer wants a license to assemble U.S. air-conditioning units and ventilators.

The firm imports electrical equipment, principally from the U.S., and manufactures centrifugal and helicoidal type ventilators, dumpers, frilles, baffles and ducts.

Write to METALAIRE C.A., Plaza Miranda, Los Dos Caminos, Caracas, Venezuela.

NATO project opens in Scotland

Calls for supply, installation of complete electric system for storage depot

A new project in England, estimated cost over $280,000, has been opened to U.S. bidders under the NATO international competitive bidding procedure.

The project calls for supply and installation of the complete electrical installation for a P.O.L. storage depot to be constructed at Lock Ewe, Scotland.

The system will be 415 v., 3 ph., 4 wires, 50 c., a.c.; and the contract will comprise flameproof and industrial equipment for power distribution and control, including switchgear, cables, and starters; lighting of roads, tankage areas, and jetty; power and lighting in buildings; oil pipeline heating systems; grounding and bonding.

The work will be carried out as one contract undertaken as a subcontract within the framework of the main contract for construction of the depot.

Bid deadline is Apr. 5.

Firms wishing to bid should express their desire by Dec. 14 to the Director General, Navy Works, Admiralty, Lillie Rd., London, S.W.6, referring to NATO Common Infracture Slice X and enclosing a statement of their financial resources and evidence of financial stability as well as details of recent major contracts completed for work of a comparable nature, including the value of each.

Firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C., as described in a brochure on the NATO international competitive bidding program available from the staff.

Town plan designs wanted by Israel

Israel is inviting architects, town planners, and engineers to submit designs for a town plan for the central area of Tel Aviv-Yafo.

The international competition, carrying prize awards, concerns the implementation of the first stage of the so-called "Manshieh Project"—estimated cost $15 million (I£50 million)—and involves redevelopment of the dilapidated Manshieh quarter of Tel Aviv.

The rebuilt area includes residential quarters, plus separate zones for public and office buildings, hotels and recreation areas.

Reclamation of the beach is an important item in the proposed project, which covers about 500 acres.

Competitors are required to produce a complete planning scheme but do not have to plan the area in detail except for approach roads and zoning districts, and are invited to suggest architectural development schemes affecting the overall design.

Detailed specifications, together with particulars concerning registration and bidding conditions, are contained in a 45-page brochure available for $30 (I£100) from the Achuzot Hachof Co., 8 Lurie St., Tel Aviv—a joint enterprise of the Israel Government and the municipality of Tel Aviv.

Registration deadline has been set for Dec. 31, while designs may be submitted until July 15, 1963.

Indian firm wants machinery for testing instrument plant

An Indian firm, licensed by the Government of India to establish a plant in Bombay to manufacture testing instruments, wants to obtain U.S. machinery and equipment for the plant.

Following is a partial list of machinery and equipment wanted: Jewlers lathes, 2; engine lathe, 1; turret lathes, 2; capstan lathe, 1; milling machine, 1; boring machine, 1; grinding machine, 1; shapers, 1; drilling machines, 5; tapping machine, 1; engraving machines, 2; tool and cutter grinder, 1; bench grinder, 1; belt grinder, 1; nibbling machine, 1; spot-welding machine, 1; arc-welding set, 1; molding press, 1; high frequency heater, 1; automatic fine wire layer winding machines, 3; coil winder, 1; impregnating plants (varnish) with tanks, 2; potting equipment, 1; ultrasonic cleaning equipment, 1; measuring tools, lot; handtools, lot; hardness testers, 2; elcometer, 1; crucibles for solder, 5; drag-soldering machines, 2; heat impulse sealing unit for plastic packing, 1; portable pneumatic squeeze riveter, 1; stationary squeeze riveter, 1; electronic automatic terminal setter, 1; pig-tailoring machines, 2; wire stripper, 1; air hydraulic crimping gun (portable), 1; presses, 5; magnetiser, 1; drafting room equipment, various; time-recording equipment, 3; office equipment, various; industrial electrical vacuum cleaner, 1.

Offers should be submitted to the Motwane Manufacturing Co., Ltd., 127 Mahatma Gandhi Rd., Fort, Bombay 1.

Details of each item of machinery and equipment wanted, including specifications and quantity as well as special instructions to bidders, are available on loan from the Commodity Export Promotion Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.

Low-cost housing wanted for Syria

Syria is inviting bids to finance or to finance and construct 5,000 low-cost housing units to be built within 5 years for the cities of Damascus, Aleppo, and House.

Foreign as well as local offers for financing will be accepted within the agreed conditions, the Syrian Government guaranteeing the payment of credits by installments spread over a period of from 5 to 10 years.

U.S. firms interested in bidding should direct inquiries to the Directorate General of Housing Department in the Ministry of Municipal & Rural Affairs, from whom the book of conditions and application forms may be obtained.

A copy of the invitation to tender may be examined at the Building Materials & Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Bid deadline is Dec. 31, and bidders will remain obligated by their offers until the end of Feb.

Telecommunications survey wanted for Uruguay

The Bank of Uruguay is inviting bids for a telecommunications survey on the feasibility of a radiophone-radioteletype service between the bank's home office in Montevideo and its branches and agencies in Uruguay. Bid deadline is Jan. 14.

A copy of the bid invitation, "Licitacion Publica No. 67/28," in Spanish, may be reviewed in the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington 25, D.C. (telephone WO 7-2334).

Greece invites bids for blasting caps

Greece has issued an invitation to bid on electric detonators as follows: 125,000 instantaneous electric detonators with aluminum blasting caps No. 8; 375,000 delay electric detonators No. 8 with delay time as follows: 75,000 each of Nos. 3, 4, 5, 6, and 7.

All detonators will be equipped with 0.6 mm. wire leads insulated to 1.3 mm. diameter, 2 meters length.

Bid deadline is Dec. 26.

Bids should be submitted to the Public Power Corp., 30 Chalkokondyli St., Athens, by inquiry YL-LA-1286.

Specifications and bidding instructions are available on loan to firms located in the U.S. from the Chemical & Rubber Division, BDSA, Room 4415, Department of Commerce, Washington 25, D.C. (telephone WO 7-2090).

Steel transmission tower bids requested for Greece

Greece is inviting bids for the procurement of 150 kv. transmission line towers, estimated value $500,000.

U.S. firms interested in bidding should submit proposals in triplicate to the Public Power Corp., 30 Chalkokondyli St., Athens (attention: Purchasing Division), by Jan. 4.

Proposal envelopes should be marked as follows: 150 kv. Transmission Line Towers, Inquiry No. DMPM-143, Closing Date: 4 Jan. 1963.

Bid forms, drawings, and specifications may be examined at the Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

NATO project in Turkey opens for U.S. bidding

A new project in Turkey, estimated cost over $270,000, has been opened to U.S. bidders under the NATO international competitive bidding procedure.

The project calls for furnishing underground screened neoprene lighting cable and replacing the old one in a NATO airfield in Turkey.

Firms interested in bidding should submit their applications on a prescribed form before Dec. 15 to Bayindirlik Bakanligi, Hava Meydanlari Ve Akaryakit Tesisleri, Insaat Reisligi, Ataturk Bulvari 140, Kavaklidere, Ankara.

A copy of the prescribed form is available on request to eligible firms from the Commodity Export Promotion Staff, BDSA, Room 4016, Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Commodity Export Promotion Staff as described in a brochure on the NATO international competitive bidding program available from the staff.

Viet-Nam requests bids on gymnastic equipment

Viet-Nam is inviting bids for the supply of gymnastic equipment and chronographs, spirometers, and other items—invitation 0716; bid deadline 9 a.m. Dec. 19, delivery in Saigon by Apr. 30.

Equipment desired includes: 10 parallel bars, Olympic, adjustable, 3½ m. long, for men or women; 5 parallel bars, all-Olympic, for all masculine or feminine competition, parallel, asymetric at 2 heights; 5 fixed bars, international model, demountable, stainless steel; 5 trampolines, "Champion" or equivalent; 40 ropes for climbing 30 m.; 20 chronographs, OMEGA MG-1135 or equivalent, for timing short distances; 5 chronographs, OMEGA MG-1155 or equivalent, for timing long distances; 3 spirometers, type ABC or equivalent; 20 starting pistols; 50 boxes of blank cartridges, 100 to a box; 30 steel 20-m. measuring tapes; 20 steel 50-m. measuring tapes, in cm., with 2 handles, on wood crossbars.

Bids, together with descriptive literature and bid guarantee amounting to 5% of total amount offered, should be addressed to Central Purchasing Authority, P.O. Box H-5, Saigon (cable: MAIDICH SAIGON).

A cabled bid, including price, is acceptable if formal bid is airmailed at the same time.

Bid forms, conditions, specifications (in French), and special instructions are available for review or loan in the Consumer Durables Division, BDSA, Room 6830, Department of Commerce, Washington 25, D.C. (telephone WO 7-2924).

ITALY'S AUTO IMPORTS ZOOM

Imports of automobiles into Italy reached 73,166 in the first 9 months of 1962, up 128% over similar 1961 period.

Mobile radio equipment bids sought by Iran

The Technical Bureau, Ministry of Post, Telegraph & Telephones (PTT), Ave. Kushk, Tehran, is inviting bids for the supply of one mobile HF radiocommunication system including one radio transmitter for A1, A3, A3bISB, F1, F6, and MCW operation (3 to 24 mc., 1,500 to 2,500 w.), two continuously tunable high precision receivers capable of similar operation, one 2-channel radiotelephone terminal, one 2-channel FM-VF radiotelegraph terminal, one transmitting antenna system, one receiving antenna system, one air-cooled transportable motor generator set, two automobile trucks, accessories for assembling and testing, spare parts, manuals, installation of equipment, and the training of local personnel.

The closing date for bids under tender 21 (technical specification R17) is Dec. 15.

Copies of the tender documents, specifications, and instructions are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone WO 7-2334).

Railway yard bids invited by India

India is inviting worldwide sealed bids for the design, supply, supervision of erection, and bringing into commission and maintenance for a 1-year period of equipment required for the mechanization of classification yards at Bhilai and Bondamunda.

Tender must be submitted separately for each location.

Each yard will cost about $361,000 (1,500,000 rupees).

Copies of the tender documents may be obtained from the Chief Cashier, South Eastern Railway, Garden Reach, Calcutta 43.

The documents cost $5.16 (25 rupees) a set, excluding postage.

The deadline for submitting bids is Feb. 28, 1963.

Sample tender documents may be reviewed in the Transportation Equipment Division, BDSA, Room 4212, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4016, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

011 Field Crop Farms

Germany

Cotton fibers. Herbert Reichel, Textilwerk (manufacturer, exporter), 87-89 Roemerstr., Rheinberg Kr. Moers. WTD 11/14/62.

Raw cotton. Conrad Merz (manufacturer, exporter), 7407 Moessingen/Wuerttemberg, P.O. Box 23. WTD 11/19/62.

012 Fruit, Tree Nut, Vegetable Farm Products

Netherlands

Citrus, fresh fruit. Direct purchase and agency. N.V. Handelsonderneming Remmert Septer (importer, exporter, wholesaler, transit trader), 13 Spoorstraat, Tiel.

Fresh apples, pears. Direct purchase and agency. C. Eversdijk (importer, exporter), 18 Stationssingel, Kapelle-Biezelinge.

195 Small Arms

Philippines

★★ Shotguns, 12 gage, preferably automatic; rifles, 22 cal.; pistols, 22 cal.; revolvers, 22, 32, 38 cal. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

196 Small Arms Ammunition

Philippines

★★ Ammunition, accessories for 12 gage shotguns, 22 automatics, 22 rifles, 22, 32, 38 cal. revolvers. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

200 Food

Chile

PL 480 commodities, particularly flour, wheat, vegetable oils, butter, lard, powdered milk, condensed milk; requests replies in Spanish. Sociedad Maritima y Commercial "Somarco" Ltda. (importer), 1698 Lourdes, Clasificador 81, Santiago. WTD 7/27/62.

France

U.S. products new to French market to add to regular production line of herbs, confectioneries, soft drinks. J. & E. Sozio (manufacturer, importer, exporter), 25 ave. Ste. Lorette or B.P. 2007, Grasse A.M. WTD 11/21/62. U.S. representative, Haarmann & Reimer Corp., Springfield Rd., Union, N.J.

Germany

Bakery products, snacks, such as biscuits, cookies, peanuts, salted peanuts, mixed nuts, almonds, popcorn, corn curls, potato chips; decorated coconut bonbons packed in polyvinyl trays; instant soft drink mix with vitamin C added, orange, lemon, grape, cherry flavors in 7, 14 oz. sizes. Quick frozen foods: Cherry pies with attractive plastic wrapping; fruit pies such as apple, peach, cherry, blueberry; potato knishes; apple strudel; frozen baked apples, cored, pared, ready to eat; blintzes, potato pancakes, potato dumplings, corn fritters, waffles; requests replies in German. Direct purchase and exclusive agency. Hans Werner Kronenberg (importer, wholesaler, manufacturer's agent), 62 Germanenstr., Solingen. WTD 9/5/62.

Netherlands

Canned fruit; fish preserves, canned fish products; freeze-dry foods. Direct purchase and agency. N.V. v/h G. C. Koopman & Co. (agent), in 't Koopmanshuis, 73 de Lairessestraat, Amsterdam.

202 Dairy Products

Saudi Arabia

Powdered skim milk, both bulk and packaged for direct consumer sale. 'Abd al-'aziz Taha 'Ubayd (importing distributor, importer, wholesaler, retailer). P.O. Box 492, Jidda.

203 Canning, Preserving Fruits, Vegetables, Seafood

Germany

Dehydrated banana powder. Arnold Koechling OHG (wholesaler), Postfach 986, 5 Koeln 1.

Ireland

East Coast oysters. Verwys Oyster Farm, Ltd. (exporter), 20-21 Moore St., Dublin 1.

Philippines

★★ Canned goods, powdered milk in bags. Young's Trading, 629-31 Elcano, Manila. I.R.-471.

204 Grain Mill Products

Philippines

★★ Animal feed supplements. Agency. Macondray & Co., Inc., Makati, Bldg., 127 Ayala Ave., Makati, Rizal. WTD 2/26/62. I.R.-473.

★★ Animal feed additives. Warner, Barnes & Co., Ltd., Hongkong Bank Bldg., Juan Luna St., Manila. WTD 7/20/59. I.R.-475.

208 Beverages Industry Products

France

Flavoring extracts: Orange, lemon, peppermint, Mero & Boyveau, Benard & Honnorat SA (manufacturer), 53 Blvd. Victor Hugo, Grasse. WTD 11/21/62.

209 Miscellaneous Foods

Canada

Refined winterized cottonseed oil, private brand, 1,000 cases of 6-128 oz. tins. P. Tosi & Co. (importing distributor), 624 Main St., Vancouver, B.C. WTD 8/20/62.

221 Broad Woven Fabric Mill Products, Cotton

France

Blue denim indigo dyed, 13¾ oz. fabric. Ets. F.C.P.—Big Chief (manufacturer), 148 rue du Fbg. Poissonniere, Paris 10e. WTD 8/31/62.

Rhodesia, Nyasaland

Printed sheeting, cheaper quality; requests replies from manufacturers only. Cleveland Agencies (1962) Pvt., Ltd. (manufacturer's agent), P.O. Box 2157, Salisbury, Southern Rhodesia. WTD 11/16/62.

228 Yarn, Thread Mill Products

Chile

Yarns for textile manufacture. Direct purchase and agency. Roberto Gottlieb SAC (importer), 1159 Catedral, Casilla 9595, Santiago. WTD 8/27/62.

Germany

Cotton, woolen yarns for production of carpets, upholstery materials, brocades, tapestries, curtains. Herbert Reichel, Textilwerk (manufacturer, exporter), 87-

89 Roemerstr., Rheinberg Kr. Moers. WTD 11/14/62.

230 Apparel

Australia

Men's, ladies' windbreakers. Martin Smith & Son (importing distributor), 253 Lonsdale St., Melbourne, C.1, Victoria.

Lebanon

Men's, women's underwear, outerwear; high, medium grades; requests replies in French from manufacturers only. Direct purchase and agency. Mattar Bros. (importing distributor), P.O. Box 5005, Rue Fakhry Bey, Beirut. WTD 11/19/62.

South Africa

Infants' diapers, diaper covers, reusable diaper liners, training diapers, sleeping bags. J. Blumenthal & Co. (importer, wholesaler), National Bank Chambers, Pritchard St., Johannesburg. WTD 5/16/62.

260 Paper, Related Products

Tanganyika

Printing papers; boards; strawboards; kraft paper; cellophane; crepe paper; office stationery; serviettes; office, school supplies, accessories; medium to lower price range. Commercial Printing Works (importing distributor, printer, wholesaler, retailer), P.O. Box 498, Dar es Salaam.

261 Pulp Mill Products

Philippines

★★ Paper pulp. Representative or indentor. Macondray & Co., Inc., Makati Bldg., 127 Ayala Ave., Makati, Rizal. WTD 2/26/62. I.R.-473.

262 Paper Mill Products

Ceylon

● Groundwood printing paper: 912,500 rolls suitable for printing and use in "Set-right" ticket machines, cream or pink, 78 g./sq.m., 0.1 mm. thick, 25.4 mm. wide, 76.2 mm. O.D. 9 mm. I.D. without core, glazed for printing. 1,370,000 rolls suitable for printing and use in "Camp" ticket machines, cream or pink, 64 g./sq.m., 0.8 mm. thick, 4.5 mm. wide, 78 mm. O.D., wound on cores 19 mm. I.D., 1 mm. thick, glazed for printing. Bid deadline Dec. 26. All tenders are to be made on forms available from Chief Supplies Officer, Ceylon Transport Board, Supplies Div., Werahera, Boralesgamuwa, Ceylon, and Foreign Trade Representatives in Ceylon. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.

264 Converted Paper, Paperboard Products

Belgium

Envelopes for sale in Congo. Ets. Legast SA (manufacturer), 16 Chemin de la Guelenne, Soignies. WTD 11/9/62.

Chile

Office, stationery supplies; paper products for graphic industry. Direct purchase and agency. Luer, Paye & Cia. (importer), 233 Mac Iver, Casilla 885, Santiago. WTD 8/7/62.

Germany

New types of wallpaper, such as prepasted, plastic; new types of stationery. Pickhardt & Siebert KG (manufacturer), 90-96 Kaiserstr., 527 Gummersbach. WTD 11/8/62.

270 Printing, Publishing, Related Industries

Tanganyika

Paper back books, magazines, educational books, novels; medium to lower price range. Commercial Printing Works (importing distributor, printer, wholesaler, retailer), P.O. Box 498, Dar es Salaam.

272 Periodicals

Philippines

★★ Popular magazines (distribution), also purchase close-out publications of all types. Manor News Corp., Box 1365, Manila. NCIA. I.R.-437.

273 Books

Chile

Books on medicine, medical instruments. Walter Blunck e Hijo Ltda. (importer), 972 Huerfanos, Oficina 409, Casilla 4053, Santiago. WTD 7/13/62.

275 Commercial Printing

Chile

Vitrifiable color transfers. Fabrica Nacional de Loza de Penco SA-Fanaloza (manufacturer), 6680 Carrascal, Casilla 5515, Santiago. WTD 8/8/62.

Netherlands Antilles

Wedding invitation cards; requests airmail samples for immediate order. A.R. Capello-La Bonanza (retailer, importer), 33/35 Breedestraat (O), Willemstad, Curaçao. WTD 9/19/62.

280 Chemicals, Related Products

Chile

Synthetic wax, anilines, polyethylene; requests replies in Spanish. Compania Manufacturera de Aconcagua (manufacturer), 2366 Av. Brasil, Casilla 4273, Valparaiso. WTD 10/29/62.

France

U.S. products new to French market to add to regular production line of perfumery, soap, drugs, chemicals, cleaning materials. J. & E. Sozio (manufacturer, importer, exporter), 25 ave. Ste. Lorette, or B.P. 2007, Grasse A.M. WTD 11/21/62. Firm's U.S. representative, Haarmann & Reimer Corp., Springfield Rd., Union, N.J.

281 Industrial Chemicals

Chile

Textile dyes. Textil Progreso SA (manufacturer), 3350 Av. Vicuna Mackenna, Casilla 172-D, Santiago. WTD 8/8/62.

Oxide of silicate zirconium. Fabrica Nacional de Loza de Penco SA-Fanaloza (manufacturer), 6680 Carrascal, Casilla 5515, Santiago. WTD 8/8/62.

Philippines

★★ Industrial chemicals for paint, pharmaceuticals. Fil-Occidental Commercial, 1140 Soler St., Manila. I.R.-470.

★★ Industrial gases, principally fire-fighting. Pacific Oxygen & Acetylene Co., 30 Rizal Ave. Ext., Malabon, Rizal. WTD 7/31/62. I.R.-477.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Chile

Plastics materials; requests replies in Spanish. Sociedad Productos Plasticos del Pacifico SA (manufacturer), 1448/50 Av. Puma, Casilla 1527, Santiago. WTD 8/7/62.

Plastics materials. Jose Adlersberg e Hijo Ltda. (importer), 1134 Av. B. O'Higgins, Casilla 13207, Santiago. WTD 11/9/62.

Germany

Manmade fibers. Herbert Reichel, Textilwerk (manufacturer, exporter), 87-89 Roemerstr., Rheinberg Kr. Moers. WTD 11/14/62.

Netherlands

Vinyl sheeting; coated, flocked or impregnated PVC materials for shoe, leather industries; extruded vinyl on foam for leather industry. C.V.J. Wildeman & Co. (importing distributor), 2 Tuinstraat, Waalwijk.

PVC foils printed, plain; quilted, expanded vinyl. Direct purchase and agency. Nederlandse Plastic Import "De Valk" NV (importer, sales agent), Uiterwaardenstraat 208, Amsterdam Z. WTD 8/9/62.

Pakistan

Plastics materials in sheets. Climax Engineering Co., Ltd. (manufacturer), G.T. Rd., Gujranwala. WTD 9/21/62.

283 Drugs

Ceylon

Aneurine (thiamin) hydrochloride injection, 50,000 vials; vitamin B complex injection, 200,000 vials; vitamins A and D, 5 million capsules; multivitamin tablets, 20 million; other vitamin preparations. Ref. 193/105 (PT. vii). Bid deadline Jan. 11. Diethylcarbamazine citrate, 1 million tablets; chlorpromazine Hcl, 2 million tablets; piperazine, 2 million tablets; promethazine, 1,200,000 tablets; phenindione, 250.000 tablets; metronidozole (Flagyl), 50,000 tablets. Ref. 193/105 (PT. viii). Bid deadline Jan. 8. Solvent ether, glycerine, safonated cresol solution, glycyrrhiza extract (liquid), castor oil, hydrogen peroxide, olive oil, paraffin, cod liver oil, turpentine and benzoin tincture compound. Ref. 193/105 (PT. viii). Bid deadline Jan. 18. Ministry of Health, P.O. Box 500, Colombo.★ (WO 7-2239.)

Pakistan

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL230660. Credit amount $6,720. Bid deadline Dec. 21. Hakimsons, Ltd., Hakimsons Bldg., 1 West Wharf Rd., Karachi 2.★

Philippines

★★ Veterinary supplies. Agency only. Macondray & Co., Inc., Makati Bldg., 127 Ayala Ave., Makati, Rizal. WTD 2/26/62. I.R.-473.

★★ Additional drug lines wanted by pharmaceutical manufacturer-importer. Oceanic Commercial, Inc., 2155 Pasong Tamo, Makati, Rizal. I.R.-484.

★★ Analgesics, antipyretics; antihistamine drugs; gastric-antacids, digestants; chemotherapeutic agents (preparative), antibiotics, germicides, sulfonamides; hormones; blood-forming drugs; vitamins. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Philippines

★★ Line of cosmetics wanted by pharmaceutical manufacturer-importer. Oceanic Commercial, Inc., 2155 Pasong Tamo, Makati. Rizal. I.R.-484.

★★ Cosmetics supplies, raw materials. Warner, Barnes & Co., Ltd., Hongkong Bank Bldg., Juan Luna St., Manila. WTD 7/20/59. I.R.-475.

★★ Toiletries. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

★★ Cosmetics, semifinished for local packaging. Music Corp., 731 Aurora Blvd., Quezon City. I.R.-430.

287 Agricultural Chemicals

Chile

Superphosphates. Direct purchase and agency. Sociedad Maritima y Comercial "Somarco" Ltda. (importer), 1698 Lourdes, Clasificador 81, Santiago. WTD 7/27/62.

Philippines

★★ Chemical fertilizer. Macondray & Co., Inc., Makati Bldg., 127 Ayala Ave., Makati, Rizal. WTD 2/26/62. I.R.-473.

Turkey

Insecticides, herbicides, similar agricultural specialties. Direct purchase and agency. Eximport (importer, sales agent), Araboglan Sokak 5/7, Kemeralti Cad., Galata, Istanbul. WTD 11/13/62.

289 Miscellaneous Chemical Products

Pakistan

■ Dodecylbenzene, 15 tons; alkyl polyglycolether, 15 tons; ethylene urea, 10 tons; sodium tripolyphosphate, 25 tons; glyoxal, 5 tons; vinyl acetate, 3.5 tons. Loan 53; U.S. source. IL 211162. Credit amount $33,000. Bid deadline Dec. 21. Futeyally Chemicals, Ltd., D. 86, S.I.T.E. Manghopir Rd., Karachi. Cable: FUTEHCHEM.★

■ Caustic soda; soda ash; sodium bicarbonate; hydrogen peroxide; sodium formaldehyde sulfoxylate; tartaric acid; borax; boric acid; zinc chloride; sodium hydrosulfite; tinchloride, acetic acid; amyl acetate; textile finishing, wetting agents; Acramine; Tanoline. Bid deadline Dec 24. Loan 53; U.S. source. IL 036105. Credit amount $11,130. Bid deadline Dec. 24. M. B. Mukry & Co., Daryalal St., Jodia Bazar, Karachi. Cable: MUKRI, Karachi.

U.A.R. (Egypt)

■ Pine aroma, .704 tons; DDT powder, 6.0 tons. Loan 27; U.S. source. Bid deadline Dec. 26. Mobil Oil Egypt, S.A., 1097 Cornish El Nil St., Garden City, Cairo, where all documents, quotations must be sent.

291 Petroleum Refining

Chile

Paraffin paste, mineral wax; requests replies in Spanish. Compania Manufacturera de Aconcagua (manufacturer), 2366 Av. Brasil, Casilla 4273, Valparaiso. WTD 10/29/62.

Philippines

★★ Essential oils. Fil-Occidental Commercial, 1140 Soler St., Manila. I.R.-470.

301 Tires, Inner Tubes

Bolivia

Automobile tires; requests replies in Spanish or Italian. Renjel y Barbera (importer), E. Velasco Galvarro 1480, Oruro. WTD 3/5/62.

306 Rubber Products

Sudan

● Padding, Dunlopillow or Pliofoam, 32 sets. Tender 2707; bid deadline Jan. 2. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London, S.W.1, England.★ (WO 7-3381.)

314 Footwear

Australia

Golf shoes for men, women. Martin Smith & Son (importing distributor), 253 Lonsdale St., Melbourne, C.1, Victoria.

Philippines

★★ Quality men's shoes. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

325 Structural Clay Products

Chile

Refractory tiles. Fabrica Nacional de Loza de Penco SA-Fanaloza (manufacturer), 6680 Carrascal, Casilla 5515, Santiago. WTD 8/8/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Israel

■ Asbestos pipeline felt, 15 lb., 6″ width, 1,000 sq.; 9″, 500 sq.; 12″, 3,500 sq. Loan 28; U.S. source. S/A 870. Bid deadline Dec. 23. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: M. Hans. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Feb., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Norway

Abrasive paper, cloth. Direct purchase and agency. Hans Poulsen & Son (importing wholesaler, manufacturer's agent), Havnelageret, Oslo. WTD 11/8/62.

331 Steel Mill Products

Bolivia

Material for automotive springs; requests replies in Spanish or Italian. Renjel y Barbera (importer), E. Velasco Galvarro 1480, Oruro. WTD 5/3/62.

India

■ Armco enameling sheets, 20 gage, 100 tons; 18 gage, 40 tons; 16 gage, 20 tons; 10 gage, 10 tons. Armco type enameling quality sheets, 20, 22, 24 gage, 80 tons. Or enamel quality B.P. sheets, 20 gage, 100 m.t.; enamel quality B.P. sheets, 26 gage, 150 m.t. Loan 159; U.S. source. ILDL/77/266/02101/0031. Bid deadline Dec. 31. Sur Enamel & Stamping Works Pvt., Ltd., 24 Middle Rd., Entally, Calcutta 14.

■ Mild steel, cold rolled, single pickled, closed or annealed, ordinary drawing quality; M.S. sheets for manufacture of enamelwares, electrical reflectors, shades, hospitalwares, sign boards, 22, U.S.G., 25 metric tons; 26 G, 25 m.t., 29 G, 50 m.t., 30 G, 100 m.t.; length and width 96″ x 48″ or 96″ x 36″. Loan 159; U.S. source. ILDL/77/217/02101/0039. Bid deadline Dec. 19. Blue Star Enamelware Co. Pvt., Ltd., 34 Stephen House, 4 Dalhousie Sq. E., Calcutta 1. Cable: INDENGIMP, Calcutta.

■ Cold rolled close annealed enameling steel sheets, 12′ x 6′ x 16 gage, 50 tons; 12′ x 5′ x 16 gage, 50 tons; 6′ x 3′ size, 18 gage, 200 tons; 20 G, 50 tons; 24 G, 100 tons; 26 G, 400 tons; 28 G, 400 tons; 30 G, 50 tons. Loan 159; U.S. source. ILDL/77/834/01101/0655. Bid deadline Dec. 31. Bengal Enamel Works, Ltd., 60/2 Dharamtala St., Calcutta 13.

■ Steel, iron rolling mill rolls for Tata Iron & Steel Co., Jamshedpur. U.S. source. Inq. PT/RT/257593/62, 2706(W). Bid deadline Dec. 27. Tata Iron & Steel Co., Jamshedpur. Copies of detailed specifications available from agents, Tata Inc., 425 Park Ave., New York 22, N.Y.

Iraq

● Tinplate, plain, electrolytic: 2,200 long tons, 0.75 lb. coating, actual size 18⅝″ x 28⅜″ x 30 BG, 107 lb. basis; 1,000 long tons, 0.75 lb. coating, actual size 20 3/16″ x 30⅜″ x 30 BG, 107 lb. basis. Tender 48/62, bid deadline Dec. 29. Tender documents, specifications available from Government Refineries Administration, Baghdad, for $2.80 (1 dinar) per copy. Bidders must submit deposit of 7% for first 1,000 dinars (approx. $2,800), 5% for remainder of price quoted, or bank guarantee for same amount.

Pakistan

Stainless steel sheets, wire; mild steel sheet, wire, tubes; galvanized iron sheets. Taqi Butt & Co. (manufacturer), 266 Perozpur Rd., P.O. Regional Laboratories, Lahore. WTD 10/26/62.

■ Galvanized iron plain sheets, commercial quality, size 24-30 BG, 8′ x 3′, coating 1.25 oz. per sq. ft. S/A RM 035933. Credit amount $8,316, M.S. sheets, cold rolled, commercial quality, 24-26 gage, 8′ x 3′. S/A RM 035920. Credit amount $10,631. Bid deadline Dec. 21. Machine Tools Manufacturers Factory, Madha Chambers, Bunder Rd., Karachi.

■ Black seamless steel tubing to ASTM A120, A53; galvanized seamless steel tubing to ASTM A120, A53; galvanized seamless steel pipe, to ASTM A120 schedule 40, grade A & B, threaded and coupled; steel seamless pipe, of st. 00.29, as per DIN 1629; seamless conduit tubings, carbon steel, high carbon steel, round bars, carbon key steel, black hexagonal rolled bars. Loan 7; U.S. source. S/A RM 039892. Credit amount $420,000. Bid deadline Dec. 17. Batala Engineering Co., Pakistan, Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore.★

■ Bright steel rod, section; M.S. sheets, strips; spring steel strips; spring wire, steel tubing for bicycles. Loan 7; U.S. source. S/A RM 035588. Credit amount $35,574. Bid deadline Dec. 18. Saifee Development Corp., Ltd., St. 1, South Ave., S.I.T.E., Karachi 16.

■ Pig iron; machine, sand cast; suitable for manufacturing C.I. soil, rain water pipes, fittings; about 133 tons. Loan 7; U.S. source. S/A RM 039859. Credit amount $11,088. Bid deadline Dec. 19. Pipe Casting Works, Badami Bagh, Lahore. Cable: SWANPIPE, Lahore.

■ Mild steel billets; to BSS. 15; equivalent to spec. SAE 1020, SAE 1030; prime quality with 28/32 tensile strength; min. 20% elongation; lengths of 10-18 ft. with cut ends; total 22,000 long tons. Loan 7; U.S. source. S/A RM 031434. Credit amount $1,181,880. Bid deadline Dec. 19. Batala Engineering Co., Pakistan, Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore.

■ Galvanized steel pipes with threads, couplings; as per ASTM specs. A120; sizes 6″ inside diam., 6⅝″ outside diam. 16′-22′ length; c.&f. Karachi; f.o.b., freight rates shown separately. Loan 7; U.S. source. S/A RM 039633. Credit amount $5,250. Bid deadline Dec. 19. Maqsood Bros., Mansoor Rd., O/s Doulat Gate, Multan City, West.

■ G.I. pipes, seamless with thread and coupling, according to BSS 1387/1947, size 4″, 5″, 6″ diam., 75%; M.S. black pipes, 4″, 5″, 6″ diam., 25%. Loan 7; U.S. source. S/A RM 039635. Credit amount $26,040. Bid deadline Dec. 19. Pak Industrial & Trading Corp., Ltd., West End Bldg., 72 The Mall, Lahore. Cable: SEABREEZE, Lahore.

■ Bright iron nail wire for manufacturing wire nails, BWG 6, 7, 8, 9, 10, 12, 14, 17, 20; bright iron nail wire for manu-

facturing tacks (shoe nails), BWG 15, 16, wire should be half hard, round; screw wire for manufacturing wood screws, 6, 7, 8, 9, 10, screw gage. Loan 7; U.S. source. S/A RM 039911. Credit amount $52,059. Bid deadline Dec. 19. Wahid Industries, Kot Khwaja Said, P.O. Baghbanpura, Lahore.

■ Galvanized malleable iron fittings in plain patterns, conforming to BSS-1256, with BS-21 gas threads. Loan 7; U.S. source. S/A RM 033350. Credit amount $60,690. Bid deadline Dec. 21. Universal Engineering Co., Wood St., Karachi 2. Cable: UNIVERSAL.★

■ All bright flat electrolytic waste waste tinplate; 18 x 24" and larger but not exceeding 34 x 34"; assorted to size, gage; in base weights, about ⅔ of quantity in 95 lb., about ⅓ in 100 lb., with tolerance one basis weight up or down, but exercise of tolerance to be limited to shipment of absolute min. quantities. Loan 7; U.S. source. S/A RM 056049. Credit amount $6,536. Bid deadline Dec. 22. Sterling Plywood Products, Ltd., Quaid-e-Millat Rd., Chittagong.

■ Pig iron, about 75 tons; C 3.0, 4.0%; Si 3.5, 4%; Mn 0.5, 1%; Ph 1.00, 1.25%; Su .05% max. Loan 7; U.S. source. S/A RM 036089. Credit amount $6,300. To be quoted per long ton, c.&f. Karachi. Bid deadline Dec. 24. General Iron & Steel Works, Ltd., S.I.T.E. Manghopir Rd., Karachi.

■ R.S. joists, size 6" x 3⅜", length 30/40 ft., according to ASTM A-7/58T; galvanized corrugated sheets, size 8' x 3', 24 gage, according to ASTM-788. Loan 7; U.S. source. S/A RM 036017. Credit amount $7,350. Bid deadline Dec. 24. H.A. Juma & Co., Ltd., 16B Gordhandas Market, Bunder Rd., Karachi 2.

■ M.S. billets, size 2" x 2" and/or 2½" prime, lengths of 18' and above, conforming to U.S. spec. ASTM-A273-58T/Ai, SI-C-1020, or equivalent, suitable for rerolling M.S. bars, structural steel. Loan 7; U.S. source. S/A RM 036092. Credit amount $152,866. Bid deadline Dec. 26. Muslim Rolling Mills, Ltd., F.M. Durrankhan Rd., Karachi. Cable: TEEBAR.

■ Pig iron; M.S. wire, 6, 8, 10 SWG; carbon steel, ⅝, ¾, 1" round bar. Loan 7; U.S. source. S/A RM 03978. Credit amount $10,185. Bid deadline Dec. 26. Janda Engineering Co., Ltd., Mahmood Booti, Baghbanpura, Lahore. Cable: JANDCO, Lahore.

■ Machine cast foundry pig iron, C 3.5/4.2%; Sil 2.5/3.0%; Mang .6/1.0%; Phos .5% max.; Sul .04% max. Loan 7; U.S. source. S/A RM 039861. Credit amount $18,900. Bid deadline Dec. 26. K.B. Chisty & Sons, Dil Mohd Rd., Lahore, Cable: AXLE, Lahore.

■ Galvanized corrugated iron sheets, 24 B.S.W.G., 10/3 corrugation zinc coating, 1.25 oz. sq. ft. min., 1.75 oz. sq. ft. max. Loan 7; U.S. source. S/A RM 056004. Invitation S-5/351/48/98/I&S/62. Bid deadline Dec. 27. Government of East Pakistan, Directorate of Supply, P.I.D.C. House, Motijheel, Dacca 2. Copies of bid available from M. S. Hasan, Attaché Purchases, Embassy of Pakistan, 2201 R St., NW., Washington, D.C.★

■ G.P. sheets; C.R.C.A. sheets; M.S. plates; M.S. joists, channels; G.I. pipes, fittings; pig iron; tinplates; angles, tees; G.I. black wire. Loan 7; U.S. source. S/A RM 036034. Credit amount $30,660. Bid deadline Dec. 28. Fairdeal Commercial Corp., Moolji St., P.O. Box 5111, Karachi 2. Cable: FAIRCOM, Karachi.★

Turkey

Stainless steel sheets, 0.40-5 mm. thickness, 1 m. wide, 2 m. long; stainless steel bars; steel wire 0.50-6 mm. diam. Ara Arser ve O'rtagi (importer, wholesaler, retailer), Kurekciler 53, Galata, Istanbul. WTD 8/23/62.

333 Primary Smelting, Refining Nonferrous Metals

India

■ Pure electrolytic copper wire bars, 99.9% pure, 175 metric tons; 99.9% pure electrolytic copper ingots, 216.50 m.t.; 99.9% pure refined lead ingots, 20 m.t.; 99.9% pure ingots, 5 m.t., required by Heavy Electricals (India), Ltd., Bhopal. Loan 217; U.S. source. Ref. Tender S/111/AID/M. Bid deadline Jan. 2. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Pakistan

Copper ingots. Taqi Butt & Co. (manufacturer), 266 Ferozpur Rd., P.O. Regional Laboratories, Lahore. WTD 10/26/62.

Sudan

● Lead ingot, 50 metric tons, 99.97% purity, ingots weighing 75/80 lb. Contract 2743, bid deadline Jan. 8. Sudan Railways, Office of Controller of Stores, P.O. Box 65, Atbara.★ (WO 7-2690.)

Turkey

Pure zinc ingots. Ara Arser ve Ortagi (importer), Kurekciler 53, Galata, Istanbul. WTD 8/23/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

India

● Steel core copperweld wire; 935 metric tons. Tender P/SE-3/7208-M/II, bid deadline Dec. 27. Tender documents available for $2.10 from India Supply Mission (ref. D/ENQ/599), 2536 Mass. Ave., NW., Washington 8, D.C.

Iraq

● Solder, 90,000 lb. grade "G," 60% lead, 40% tin, 1 lb. sticks, used for soldering body of 4-gal. cans; solder wire, 6,000 lb., flux ⅛" diam., grade "F," 50/50 tin-lead, 7 lb. coils, used for soldering 4-gal. can handles, to Dura Refinery. Tender 49/62, bid deadline Jan. 5. Tender documents, specs. available from Government Oil Refineries Administration, Ministry of Oil, Baghdad, for $2.80.★ (WO 7-2690.)

Turkey

Electric underground cables. Mehmet Kavala (importer, exporter, sales agent), Nesli Han, Rihtim Caddesi, Galata, Istanbul. WTD 9/15/61.

Nickel sheets 0.15-3 mm. thickness; zinc sheets 0.40-5 mm. thickness, 1 m. wide, 2 m. long. Ara Arser ve Ortagi (importer), Kurekciler 53, Galata, Istanbul. WTD 8/23/62.

342 Cutlery, Handtools, General Hardware

Netherlands

All kinds of cutlery items, manicure equipment. Jac. Swaan (importing distributor), 75 Jacob Mosselstraat, The Hague.

Philippines

Door lock sets, competitively priced. Francis Department store (importing distributor), 303 Dasmarinas, Manila.

★★ All types of hardware items. Young's Trading, 629-31 Elcano, Manila. I.R.-471.

343 Heating Apparatus, Plumbing Fixtures

Chile

Garbage incinerators; fine coal burners for heating, industrial use. Direct purchase and agency. Assler & Cia., Ltda. (importer, manufacturer), 1486 Santa Elena, Casilla 3832, Santiago. WTD 6/14/62.

349 Miscellaneous Fabricated Metal Products

Chile

Gold, silver leaf stampings; requests replies in Spanish. Vergara & Hijos, Ltda. (manufacturer), 2820 Huerfanos, Santiago. WTD 8/29/62.

India

■ 1-ton chlorine containers, 152; valves, fusible plugs, 304 sets. Loan 157; U.S. source. IL/990090/DFL-157/61/HQ/CG.III. Ref. 41 (748)/62-AID-II. Bid deadline Dec. 29. Mettur Chemical & Industrial Corp., Ltd., Mettur Dam R.S. (Madras State). Cable: CHEMICALS.

351 Engines, Turbines

Spain

Small marine engines, outboard motors for small fishing craft. Direct purchase and agency. Efectos Navales "La Naval" (wholesaler, retailer), Palloza 8, La Coruna. WTD 11/16/62.

352 Agricultural Machinery, Equipment

Chile

Agricultural machinery. Direct purchase and agency. Assler & Cia., Ltda. (importer, manufacturer), 1486 Santa Elena, Casilla 3832, Santiago. WTD 6/14/62.

North Borneo

Heavy agricultural equipment, spare parts; requests replies from manufacturers only. Lai Fook Kim Bros. (importer, exporter), P.O. Box 112, Sandakan. WTD 10/23/61.

Philippines

Complete line of equipment for breeding, hatching, raising poultry; inexpensive equipment of reasonable quality; specifications, quotations requested. Direct purchase and agency. H & N Paulin Farms (importing distributor), Mabolo, Cebu City. WTD 9/21/62.

★★ Sugarcane harvesters. Nat'l Federation of Sugar Cane Planters, Bacolod City. I.R.-451.

★★ Irrigation sprinklers. Shamrock Well Drilling Enterprises, Inc., 435 Juan Luna, Manila. WTD 8/58. I.R.-442.

353 Construction, Mining, Materials Handling Machinery, Equipment

India

● Hoist, electric driven, 2 sets, single drum required to lift 1 ton without balancing, 2 speed range 100-120 ft./min.; drum diam. 4'/4'6" with 40 hp. drip proof squirrel cage motor to operate on 400/440 v., 3 ph., 50 c. along with ¾" diam. 800 ft. of 6 x 37 best plow steel rope; complete with attachments, safety devices; also 2 sets (spares) for 5,000 hr. run. For use of Indian Bureau of Mines. Tender SE 570, bid deadline Dec. 26. Restricted to equipment of U.S. origin or manufacture, Eximbank credit. Specifications, tender forms available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

■ Supply of Derrick cranes: Lifting cap. 45 tons, 2; lifting cap. 20 tons, 1. Amendment to delete clause 29, "Export or Import License," p. 9 of tender documents. Loan 34; U.S. source. Tender HEP. 34/62. Ref. D/ENQ/581. Bid deadline extended

to Dec. 20. Office of Chief Engineer, Civil, Kerala State Electricity Board, P.O. Box 21, Trivandrum 1. (INTERNATIONAL COMMERCE, Oct. 29, p. 32.)

■ Diesel operated crawler type tractor shovel, bucket cap. 2¼-2½ cu. yd., powered by direct starting diesel engine of 100/125 hp. with necessary attachments, such as sprocket drive housing shield, track roller guard, front pull hook, multipurpose bucket, accessories, auxiliaries, spares, including bearings, gaskets, piston rings, V-belts. Rear end dumpers, 3, payload cap. 30,000 lb. 4-wheel drive, powered by 180 hp. diesel engine at 2,100 r.p.m., with 10 speeds forward, 2 speeds reverse, front axle, rear axle, single front and dual rear tires, 100 gal. cap. fuel tank, air brakes, compressor, power steering. Loan 157; U.S. source. IL/989530/DLF. 157/HQ.CG.III. Ref. 4(224)/62-AID.II. Bid deadline Dec. 29. Associated Cement Cos., Ltd., 121 Queen's Rd., Bombay. Cable: ACCPURCHEZ, Bombay.

■ Tractors, trailers. Loan 191; worldwide. Spec. Project/TR-8. Bid deadline extended to Dec. 19 by Superintending Engineer (Projects), Madhya Prodesh Electricity Board, Rampur, Jabalpur, M.P., where quotations are to be sent. Copies of specifications available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. (INTERNATIONAL COMMERCE, Nov. 5, p. 36.)

■ Motorized scrapers, project 3047-N(E), amendment under app. "A," par. 9 under line 6 to read, "Pusher block for pusher loading"; par. 14 under line 2 to read "16% grade," all other conditions to remain the same. Ref. S/ENQ/568. Dragline, 8 cylinders with shovel and hoe attachments, project 3047-N(H), amendment under app. "B," par. 1, line 4 to read, "35 to 39 boom angle." Ref. D/ENQ/572. Loan 217; U.S. source. Bid deadline Dec. 12. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. (INTERNATIONAL COMMERCE, Nov. 19, p. 48.)

Netherlands

Fork lift trucks. Direct purchase and agency. A. W. Rollocs (importer, wholesaler, exporter), 734 's-Gravenweg, Rotterdam 14. WTD 5/28/62.

New Zealand

● Surface heaters, maintenance equipment, 2. Tender S.M.Q. 9057 PW 78/93, bid deadline Dec. 14. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Philippines

★★ Foundation drilling equipment. Shamrock Well Drilling Enterprises, Inc., 435 Juan Luna, Manila. WTD 8/58. I.R.-442.

★★ Mining equipment, Agency only. Macondray & Co., Inc., Makati Bldg., 127 Ayala Ave., Makati, Rizal. WTD 2/26/62. I.R.-473.

★★ Heavy construction, logging, mining machinery, equipment; used. Direct purchase and agency. Bormaheco, Inc. (Border Machy. & Heavy Equipment Co., Inc.), 245 Buendia Ave., Makati, Rizal. WTD 12/29/60. I.R.-448.

Sudan

● Overhead traveling crane, 1, double girder, 3 ton electric with operator cage, fitted with 3 motors for hoisting, lifting, cross travel. For use of Sudan Railways Stores Dept. Contract 2733, bid deadline 12 noon Jan. 7. 10-ton crane, 1, diesel electric with 90-ft. swan neck strut jib, enclosed tropically insulated driver cab, self-resetting limit switches, automatic electromechanical brakes, fixed on concrete foundation; prices quoted f.o.b., c.i.f. Port Sudan; 2% deposit required. Tender 2738, bid deadline 12 noon Jan. 15. Office of Controller of Stores, Atbara; or for firms established abroad, Sudan Purchasing Agent, 3-5 Cleveland Row, St. James', London, S.W.1.★ (WO 7-5589.)

Taiwan

■ 1½ cu. yd. tractor-excavator, 1½ cu. yd. struck capacity, rear unloading equipment, for loading blasted limestone at quarry with boulders up to 30" in diam. onto dumping truck; 15 ton rear dumping trucks, heavy duty, diesel driven, 10 wheel, rear dumping transportation unit for hauling blasted limestone suitable for use on off-highway gravel roads at quarry. Loan 113; world-wide. Credit amount $60,000. Bid deadline Dec. 22. China Development Corp. for Chia Hsin Cement Corp., 24 Chung Shan Rd., N., Sec. 2, Taipei.★

Turkey

Heavy coustruction machinery such as bulldozers, scrapers, cranes, loaders. Mehmet Kavala (importer, exporter, sales agent), Nesli Han, Rihtim Caddesi, Galata, Istanbul. WTD 9/15/61.

354 Metalworking Machinery, Equipment

Germany

Automatic multislide bending machine, pressure not exceeding 20 metric tons, for bending wire and sheet strip up to 0.04" thick, 0.8" wide; requests replies in German, detailed literature, price quotations. Lang & Menke GmbH (manufacturer), 3 Altenaerstr., 587 Hemer-Westig/W. WTD 11/14/62.

India

■ 2½ open die cold header with tools; 2½ automatic trimmer with tools; 2½ automatic thread roller with tools; to be delivered at Salem Market. Loan 144; worldwide. Ref. NSIC/HP-2M-3476/62. Bid deadline Dec. 30. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Philippines

★★ Foundry seeks used A-1 equipment, specifically 1 steel extruder (Lombard or equivalent) 3" x 3" x ¼" angles; 1 automatic screw machine, cap. ⅜"-2½" wood screws, 30,000 gross/8 hr. day, any 1 size; 1 press brake, 20' length to form purlings from 3/16" steel; 1 squaring shear, cap. 10' from ¼"-⅜" sheets. Rebar Buildings, Inc., P.O. Box 1692, 1515 Shaw Blvd., Mandaluyong, Rizal. NCIA. I.R.-438.

Spain

Modern machinery for manufacture of shot guns, rifles, machine, submachine gun barrels from cold or hot rolled steel; requests replies in Spanish, French. Casa Pertxune (manufacturer), Azcoitia, Guipuzcoa. WTD 10/16/62.

355 Special Industry Machinery

Brazil

Complete machinery to make laminated wood, veneer; cap. 10,000 cu. m. annually; delivery in 6 months; technical project included in cost; guarantee of technical assistance during mounting of machinery, at beginning of production; payment financed by furnishing firm; location of factory, municipality of Cameta, Tocantins river region, state of Para. Pires, Carneiro, S.A. (industrialist), Edificio Manoel Pinto da Silva, conj. n. 402, Praca da Republica, Belem, Para. WTD 8/17/62.

Chile

Textile equipment, machinery. Textil Progreso SA (manufacturer), 3350 Av. Vicuna Mackenna, Casilla 172-D, Santiago. WTD 8/8/62.

Textile machinery, accessories, spare parts. Direct purchase and agency. Roberto Gottlieb SAC (importer), 1159 Catedral, Casilla 9595, Santiago. WTD 8/27/62.

Machinery, accessories for graphic industry. Direct purchase and agency. Luer, Paye & Cia. (importer), 233 Mac Iver, Casilla 885, Santiago. WTD 8/7/62.

Utensils, implements for use in ceramic industry. Fabrica Nacional de Loza de Penco SA-Fanaloza (manufacturer), 6680 Carrascal, Casilla 5515, Santiago. WTD 8/8/62.

Machinery for manufacture of plastic goods; requests replies in Spanish. Sociedad Productors Plasticos del Pacifico SA (manufacturer), 1448/50 Av. Puma, Casilla 1527, Santiago. WTD 8/7/62.

Brass printing type; requests replies in Spanish. Vergara & Hijos, Ltda. (manufacturer), 2820 Huerfanos, Santiago. WTD 8/29/62.

Haiti

Machine to vacuumize up to 50-60% evaporated milk cans before closure. Emile A. Hakime, President, Using A Glace Nationale (manufacturer, importer, manufacturer's agent), P.O. Box 647, Port-au-Prince.

India

■ Equipment, machinery for fabrication of prestressing cables. Loan 144; worldwide. Ref. NSIC/HP/2M-3472/62. Bid deadline Dec. 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

■ New series photoengraving routing machine, complete with motor equipment, enclosed model hand whirler, complete with 5 extra rubber bulbs; to be delivered to Calcutta. Loan 144; worldwide. NSIC/HP/2C-109/62. Bid deadline Dec. 31. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ International C-14A continuous ball mill 8' x 72" with classifier, complete in all respects; to be delivered at Dhanbad (Bihar). Loan 144; worldwide. NSIC/HP/2C-1093/62. Bid deadline Dec. 31. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Automatic mesh welding machine type Pg. 24/18 d, mesh coilers 24A, other auxiliary equipment, complete in all respects; to be delivered at Calcutta. Loan 144; worldwide. NSIC/HP/2C-1059/62. Bid deadline Jan. 5. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Double end red ram stationary track press, 150 tons cap., hydraulic impack wrench includes sockets, hoses, couplers, wrench carrier, caterpillar track servicing tools, track nut grippers, including 2 sets jaws, spare parts for track press. Loan 157; U.S. source. IL/AU/GL/MTC/99/DLF/361. Ref. 2(48)/62-AID-II. Bid deadline Dec. 27. Tractors (India), Ltd., 1 Taratolla Rd., Calcutta 24.

■ Plastics granulating machine, direct coupled with flexible coupling, with thread opening of 9" x 20" or 12¾ x 20"; made entirely of heavy steel weldments; bearing housing welded to main frame; rotor made of SAE 8620 steel, heat treated and finished, machine ground all over. Loan 157; U.S. source. IL/989851/DLF.157/61/MQ/CG.III. Ref. 4(151)/62-AID-II. Bid deadline Dec. 31. East Anglia Plastics (India), Ltd., 23 Camac St., Calcutta 16. Cable: HILLPLEX, Calcutta.

■ 2-spindle vertical tapping machine, ½" tapping cap., motorized, suitable for 3 ph. a.c., 440 v., electric supply, with all necessary extra attachments; single spindle automatic machine with 1" bore cap., motorized, suitable for 3 ph., a.c. 440 v. electric supply with extra attachments; hand feed production miller, 4, with table size 6¾", 21" with all extra equipment; centerless grinding machine with working diam. of 0"-1.1" approx.,

complete with all extra attachments, jolt squeeze pin lifting molding machine; capstan lathe with 1" bore cap.; drilling machine (radial type) of ½" cap., complete with all necessary equipment. Loan 157; U.S. source. IL/991109/DLF/57/61. Ref. 41(637)/62-AID.II. Bid deadline Dec. 31. Rita Mechanical Works, 416 Industrial Area "A," Ludhiana. Cable: RITACO.

■ Tapeless veneer splicer. Loan 157; U.S. source. IL/AU/GL/MTC/92/DLF/361. Ref. 2(42)/62-AID.II. Bid deadline Jan 3. Jayshree Plywoods, Prop.: Jay Shree Tea & Industries, Ltd., India Exchange, Calcutta 1. Cable: JAYTEAGARD, Calcutta.

Iran

■ Machinery, equipment for metal forming; degreasing, phosphatizing, paint shop; assembly line; testroom, quality control, power generation, workshop, maintenance. Loan 89; U.S. source. Bid deadline extended to Dec. 15. Sherkat Sahami Karkhaneh Philver, Maiden Ferdowsi, Tehran. Cable: INMIDEL, Tehran. (INTERNATIONAL COMMERCE, Nov. 19, p. 49.)★

North Borneo

Palm oil processing equipment; requests replies from manufacturers only. Lai Fook Kim Bros. (importer, exporter), P.O. Box 112, Sandakan. WTD 10/23/61.

Norway

Dairy machinery for filling milk in cartons for retail trade. Direct purchase and agency. A/S Meieribyraet (importing distributor), 84b Wm. Thranesgate, Oslo. WTD 9/7/62.

Philippines

Machinery for poultry, livestock feed mills; machinery for making egg tray cartons each to hold 30 eggs; machinery for making chick boxes, 100 chicks each, electric or diesel operated, available current 220 v., 60 c., a.c., 3 ph.; requests specifications, price quotations; price very important. Direct purchase and agency. H & N Paulin Farms (importing distributor), Mabolo, Cebu City. WTD 9/21/62.

★★ Steam generating boiler for fishmeal cooking, ½ ton/day cap.; fish net manufacturing machinery; machinery for processing shark oil. P.Y. Arriola & Sons Co., Sanciongko St., Cebu City. NCIA. I.R.-492.

★★ Machinery for making aerosol cans, Standard Investment Corp., 317 Quirino Ave., Paranaque, Rizal, P.O. Box 3244, Manila. WTD 9/13/62. I.R.-490.

★★ Machinery, equipment for manufacturing licorice powder from root, ½-1 ton/8 hr. cap.; Himmel Industries, Inc. 508 Pacific Bldg., Manila. I.R.-472.★

★★ Shoe manufacturing equipment. Besa's Custombuilt Shoes, 112 Plaza Goiti, Manila. WTD 8/58. I.R.-507.

★★ Used machinery such as food processing, woodworking, textile machinery. Agency only. International Service Enterprises, 1801 Georgia St., Malate, Manila. NCIA. I.R.-455.

★★ Machinery for manufacture of tomato paste, related products. La Marinella, Inc., 9 Hercules, Bel-Air, Makati, Rizal. NCIA. I.R.-463.

★★ Textile machinery, especially spinning machinery, specialized textile finishing machinery; machinery for polishing cotton textiles, bleaching equipment, J box. Macondray & Co., Inc., Makati Bldg., 127 Ayala Ave., Makati, Rizal. WTD 7/27/60. I.R.-495.

★★ Sawmill machinery. Pan Philippines Corp., 888-B Raon, Manila. WTD 5/28/58. I.R.-499.

★★ Complete canning plant for meat, fish, vegetables; 3,000 No. 2 cans per hour. G.A. Machineries, Inc., P.O. Box 3161, Manila. WTD 5/10/61. I.R.-446.

★★ Machinery for canning orange juice, Menzi & Co., Inc., 220 Buendia Ave., Makati, Rizal. WTD 10/2/62. I.R.-491.

Taiwan

■ Flatwork ironer and folder, drying tumbler, steam heated, 100 hp. heavy diesel oil fired boiler, automatic legger utility air operated drycleaning press for wool or silk, vacuum spotting board, prespotting unit. Loan 113; worldwide. Credit amount $50,000. Bid deadline Dec. 23. China Development Corp. for Zeng Jang Co., Ltd., 62, Lane 65, Chung Shan N. Rd., Sec. 2, Taipei.★

■ Mold sets for "Lynch PBM" machine in producing glasswares, building blocks. Loan 113; worldwide. Credit amount $15,000. Bid deadline Dec. 22. China Development Corp. for Young Brothers Enterprises, Inc.

356 General Industrial Machinery, Equipment

Chile

Complete line of equipment for repair of vessels; requests replies in Spanish. Astilleros y Maestranzas de la Armada (Chilean Navy Dockyard), 343 Varas, Casilla 150-V, Valparaiso. WTD 11/2/62.

Netherlands

Small size paint spraying equipment; diaphragm compressor installations, reducing valves, oil and water separators. N.V. Halocel (importer), 3 Krugerstraat, Utrecht. WTD 11/8/62.

Philippines

★★ Submergible well pumps, 2-70". Shamrock Well Drilling Enterprises, Inc., 435 Juan Luna, Manila. WTD 8/58. I.R.-442.

★★ Refrigeration compressors over 1 hp., under 15 hp., about 30-40 per year. Refrigeration Industries, Inc., Boie Bldg., P. O. Box 772, Manila. WTD 2/20/62. I.R.-493.

Sudan

● Fume extraction cupboard, 1, double metal 6' 8" x 2' 6" x 8' high with 9½" axial flow exhaust fan 800 c.f.m. at 4 wg. 240-50 v., 50 c., single ph., ducts, connectors; Tender 2737, bid deadline Jan. 14. 2% deposit required. Office of Controller of Stores, Atbara, Sudan; or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (WO 7-5589.)

357 Office, Computing, Accounting Machines

France

Bookkeeping machines, adding machines, related office equipment; hand operated electrical, electronic units, preferably portable types; calculating, computing, billing machines; pocket adders, subtractors; similar machines new to French market. Direct purchase and agency. Société Papeterie d'Oc "SOPADOC" (wholesaler, retailer), 33 rue Gabriel-Peri, Toulouse, Haute-Garonne. WTD 11/19/62.

358 Service Industry Machines

Austria

Coin-operated vending machines of all kinds, including vendors for hot and cold beverages, snacks, refrigerated bottled beverages, laundry machines, spin dryers. Direct purchase and agency. Benno Stoessler (importer, wholesaler, agent), Vienna IX, Liechtensteinstrasse 97.

Greece

Refrigeration equipment: Condensing units, forced draft cooling coils of ½, ⅓, 1, 1½, 2, 3 hp.; motors, a.c., 220 v. 50 c., single ph. Manos Poliudakis (importing distributor, sales agent), 8 Zalongou St., Athens. WTD 5/22/62.

India

■ L10 single spindle automat bar, cap. 10 mm. diam.; L20 single spindle automat bar, cap. 20 mm. diam.; to be delivered at Bangalore Cantt. Ref. NSIC/HP/2M-3484/62. Patent fabric welder type AA, with 28 welding heads to produce multiples of 1" wide mesh, with any length between 1" and 16", complete with accessories; delivered at Yeswantpur Jn. NSIC/HP/2M-3409/62. Loan 144; worldwide. Bid deadline Jan. 5. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Norway

Refrigeration equipment for trucks engaged in transportation of fish, meat, similar products. Rodin & Co. A/S (importing wholesaler, manufacturer's agent), 7b Konowsgate, Oslo. WTD 11/5/62.

Philippines

★★ Automatic car washing equipment, 1 complete outfit. Nilcar T. Hallare, c/o Suite 210, G. Puyat Bldg., Escolta, Manila. NCIA. I.R.-494.

★★ Car air conditioners. Agency or exclusive distribution in Manila. Bert Enterprises, Inc., 504 FCI Bldg., Dasmarinas, Manila. I.R.-481.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Electrical accessories: Tubes, bulbs, cables, flexible wire, asbestos coated wire nicrone, resistance wire, 3 heat switch, toggle switches, microswitches, indicating switches, electrical elements and automatic cut-off thermostats, thermostatically controlled transformers, pilot and indicating lights, direct and dial thermometers. Taqi Butt & Co. (manufacturer), 266 Ferozpur Rd., P.O. Regional Laboratories, Lahore. WTD 10/26/62.

361 Electric Transmission, Distribution Equipment

Austria

Small size single pole, multipole low voltage circuit breakers, 10-70 a., 50 c., ac, with thermal, magnetic (instantaneous) overload tripping arrangement. Ing. Gerhard Theiler (manufacturer, importer), Graz-Andritz, Engerthstrasse 11, Styria.

Thailand

● 60,000 kw.-hr. meters, single ph., 220 v. a.c., 50 c., nominal current rating 5 a. capable of carrying 15 a. continuously, single element, suitable for metering load supplied from 2 wires, 220 v. secondary mains with 1 main grounded. Tender PDC-MEA-142, bid deadline Dec. 28. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok.★ (WO 7-2312.)

362 Electrical Industrial Apparatus

Chile

Electric motors of over 20 hp., starters, contractors for electric motors. Direct purchase and agency. Assler & Cia., Ltda. (importer, manufacturer), 1486 Santa Elena, Casilla 3832, Santiago. WTD 6/14/62.

Germany

Electric generator sets. Schmitt & Co. (wholesaler), 39 Rangstr., Fulda.

Italy

Welding machine for manufacture of plastic ladder tapes for Venetian blinds. Mario Braccio (manufacturer), Via Verdi 2, Merviano (Milan). Tape sample available on loan from Trade Opportunities Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.★ (WO 7-4675.)

Philippines

★★ Electric motors, ¼-3 hp. for water pumps, about 300 per month. Mechanical Center of Manila, 549 Raon St., Quiapo, Manila. WTD 7/25/58. I.R.-489.

363 Household Appliances

Germany

Attachments for industrial sewing machines that assist in automation of single sewing operations. Direct purchase and agency. Duerkoppwerke Aktiengesellschaft (importer, wholesaler, manufacturer, exporter, sales agent), 3 Schillerplatz, Bielefeld. WTD 10/31/62.

Norway

Electric household appliances such as dishwashing machines, hair driers, toasters, mixers, blenders, coffeemakers, irons, electric blankets. L. G. Thoresen (importing distributor, wholesaler), 6B Tordenskjoldsgate, Oslo. WTD 11/15/62.

Philippines

★★ Electric, battery shavers. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

364 Electric Lighting, Wiring Equipment

Philippines

★★ Table lamps, parts. Malaysia Products Corp., 301 El Hogar Filipino Bldg., 115 Juan Luna, Manila. WTD 5/10/60. I.R.-441.

366 Communication Types

Philippines

★★ Electronic communication equipment. Media Services, Inc., Box 1318, Manila. I.R.-465.

367 Electronic Components, Accessories

Canada

Electrical, electronic, communications components, equipment, latter with Canadian Standards Assn. approval if required; particularly those with specific uses, not manufactured widely. Direct purchase and agency. R. H. Pitfield, Ltd. (importing distributor, manufacturer's agent), 8 Alcorn Ave., Toronto 7, Ontario. WTD 11/19/62.

Chile

Electronic parts, equipment. Jose Adlersberg e Hijo, Ltda. (importer), 1134 Av. B. O'Higgins, Casilla 13207, Santiago. WTD 11/9/62.

Philippines

★★ Radio, electronic parts, products. Manufacturers Distributors, Inc., CCC Bldg., Buendia Ave., Makati, Rizal. I.R.-485.

369 Miscellaneous Electrical Machinery, Equipment

Bolivia

Automobile batteries; requests replies in Spanish or Italian. Renjel y Barbera (importer), E. Velasco Galvarro 1480, Oruro. WTD 5/3/62.

Pakistan

Batteries, accumulators of 6, 12, 24 v. used in automobiles. Direct purchase and agency. I. D. Loan & Sons (Regd.) (manufacturer's agent, commission merchant), 34 Massy Gate or P.O. Box 34, Rawalpindi. WTD 8/17/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Bolivia

Automotive spare parts; requests replies in Spanish or Italian. Renjel y Barbera (importer), E. Velasco Galvarro 1480, Oruro. WTD 5/3/62.

Germany

Spare parts for U.S. armored vehicles. Direct purchase and exclusive agency. Moto-Technik KG, Thelen & Co. (importer, wholesaler, manufacturer, sales agent), 5 Koeln-Nippes, Niehler Str. 276. WTD 11/16/62.

India

■ Timing chain, clutches, timing gears, U.J. cross and bearings, starter drives, carburetor repair kit, complete, carburetor, synchronizer repair kit, power point contact set, preassembled type; spare parts for motor vehicles. Loan 217; U.S. source. ILE-21589/61. Ref. 60(363)/62-AID(1). Bid deadline Dec. 22. Howrah Motor Co. Pvt., Ltd., P-6 Mission Row Ext., Calcutta 1.★

Norway

Automobile, bus accessories such as fog lights, headlights, interior lamps, mirrors, trays. Carl Heffermehl, Jr. A/S (importing wholesaler), 5 Akersgate, Oslo. WTD 11/2/62.

Philippines

★★ New, used auto parts, specifically jeep, GMC and Ford truck. UM De La Cruz Motor Supply, Bocaue, Bulacan. NCIA. I.R.-488.

★★ Auto, truck parts, accessories. Agency only. Francisco Yap, 270 Dasmarmas St., Manila. NCIA. I.R.-428.

★★ Complete jet aircraft fueling equipment. Direct purchase—urgent. Philippine Electrical Supply Co., Inc., 73 Quezon Blvd. Ext., Quezon City. WTD 10/14/61. I.R.-440.

★★ Auto spare parts. Young's Trading, 629-31 Elcano, Manila. I.R.-471.

373 Ship, Boat Building, Repairing

Philippines

★★ 1 fishing boat, 45-50 ton displacement. P. Y. Arriola & Sons, Co., Sanciongko St., Cebu City. NCIA. I.R.-492.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

All new types of laboratory equipment, particularly for steel plant laboratories, such as spectrum analyzers. Direct purchase and agency. Mueller KG (wholesaler, importing distributor, manufacturer), Postfach 248, 5902 Weidenau/Sieg. WTD 11/14/62.

Philippines

Laboratory equipment for production of poultry, livestock vaccine. Direct purchase and agency. H & N Paulin Farms (importing distributor), Mabolo, Cebu City. WTD 9/21/62.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

All new types of hospital equipment, apparatus. Direct purchase and agency. Mueller KG (wholesaler, importing distributor, manufacturer), Postfach 248, 5902 Weidenau/Sieg. WTD 11/14/62.

394 Toys; Amusement, Sporting, Athletic Goods

Australia

Golf equipment for men, women, including clubs, bags, carts, balls. Martin Smith & Son (importing distributor), 253 Lonsdale St., Melbourne, C.1, Victoria.

Germany

Plastic toys, such as motorcars, tractors, boats, educational toys, amateur outfits for chemistry, physics, electricity. Wilhelm Ruhwinkel, Inh. Josef Ruhwinkel (manufacturer), 4 Fr.-Buelten Str., 4445 Neuenkirchen b/Rheine. WTD 11/14/62.

Philippines

★★ Toys. Agency leading to possible license. Malaysia Products Corp., 301 El Hogar Filipino Bldg., 115 Juan Luna, Manila. WTD 5/10/60. I.R.-441.

Tanganyika

All types of toys, games, educational, electrical, mechanical; children's novelties; medium to lower priced. Commercial Printing Works (importing distributor, printer, wholesaler, retailer), P.O. Box 498, Dar es Salaam.

395 Pens; Pencils; Other Office, Artists' Materials

Norway

Ballpoint pens, inexpensive. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

Tanganyika

Fountain pens, ballpoint pens; medium to lower priced. Commercial Printing Works (importing distributor, printer, wholesaler, retailer), P.O. Box 498, Dar es Salaam.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

South Africa

Costume jewelry, cuff links, metal watch bands; medium grade. H. E. Lange (Pty.), Ltd. (importing distributor), P.O. Box 289, Cape Town. WTD 10/17/62.

398 Manufacturing Products

Philippines

★★ Cigarette lighters. Philippine Index Import Corp., 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

★★ General merchandise. Agency only. A. S. Lopez International Sales, Room 512, Choy Bldg., Dasmarinas St., Manila. I.R.-482.

399 Miscellaneous Manufacturing Industry Products

Greece

Very small atmospheric thermometers for advertising purposes. Manos Poliudakis (importing distributor, sales agent), 8 Zalongou St., Athens. WTD 5/22/62.

505 Farm Products, Raw Materials

Chile

Wool. Textil Progreso SA (manufacturer), 3350 Av. Vicuna Mackenna, Casilla 172-D, Santiago. WTD 8/8/62.

Germany

Wool fibers. Herbert Reichel, Textilwerk (manufacturer, exporter), 87-89 Roemerstr., Rheinberg Kr. Moers. WTD 11/14/62.

509 Miscellaneous Wholesale Products

Germany

Rags for manufacture of wool felt boards. Papierfabrik Julius Schulte Soehne KG (manufacturer), 28 Fruchtstr., Duesseldorf. WTD 11/13/62.

Wastepaper, particularly white chips free of wood; bleached, unbleached cellulose; white paper files. Himmelmann & Co. G.m.b.H. (manufacturer), Postfach 140, 5758 Froendenberg/W. WTD 11/14/62.

Wastepaper, better quality, with and without wood content; kraft paper waste free of elements impairing production. Josef Mertens oHG (wholesaler, importer, exporter), Krauthausen, Post Niederau b/Dueren. WTD 11/16/62.

Wastepaper, cellulose. Papierfabrik Hermes & Cie. KG (manufacturer), 17/19 Fringsstr., Duesseldorf-Hafen. WTD 11/15/62.

Malaya

Bottle cap rejects. Khoo Shoo Beow Co. (importer, wholesaler), 60 Prangin Lane, Penang.

891 Engineering, Architectural Services

Philippines

★★ Wants complete design, specifications for plant to manufacture resins from copal. Eastman (Philippines) Traders, Suite 703, Equitable Bank Bldg., Juan Luna St., Manila. I.R.-464.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Indonesia

Men's shirts, handkerchiefs, neckties. Sundries Dept., P.N. Fadjar Bhakti (importing distributor), 12-14 Djalan Malaka, Djakarta. WTD 7/6/61.

239 Miscellaneous Fabricated Textile Products

France

Percale sheets. Exclusive agency. Anciens Ets. Nathan Levy, Tissages de Gerardmer et des Flandres (manufacturer, wholesaler), 28 rue de la Gare, Gerardmer (Vosges). WTD 11/15/62.

260 Paper, Related Products

Germany

Deparaffined board, paper for drinking cups; requests replies in German. Homburger Papierfabrik Wilhelm Geldmacher (manufacturer), 5221 Homburger Papiermuehle ueber Waldbroel Bez. Koeln. WTD 11/5/62.

264 Converted Paper, Paperboard Products

Germany

Office stationery; requests replies in German. Rolf Koening (agent), 12 Gueterhallenstr., 68 Mannheim.

280 Chemicals, Related Products

Chile

Resins, turpentine, lithophon. Marcial Loredo A. (importer), 1798 Blanco, Casilla 1955, Valparaiso. WTD 7/20/62.

281 Industrial Chemicals

Belgium

Basic products for pharmaceuticals, laboratories, phytopharmaceuticals; pharmaceutical specialties excluded. Produits Phar SA (manufacturer), 876 chaussee d'Alsemberg, Brussels. WTD 11/16/62.

Netherlands

Chemicals for shoe industry. C.V.J. Wildeman & Co. (importing distributor), 2 Tuinstraat, Waalwijk.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Norway

Synthetic latex. M. Larsen Kroghen & Co. A/S (manufacturer's agent), 4 Jernbanetorvet, Oslo. WTD 10/16/62.

283 Drugs

Monaco

Pharmaceutical products, particularly those used in endocrinology, enxymiolody; requests replies in French. Agency for France. Laboratoire Theramex (manufacturer), 4 rue des Lilas, Monte Carlo. WTD 11/15/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Belgium

Building maintenance products, such as

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

Iran

Powdered milk for baby food, name brands. Sherkat Furan Ba Massooliat Mahdood (limited partnership), Serai Rowshan, Ave. Nasser-Khosrow, Tehran. WTD 12/6/61.

208 Beverage Industry Products

Netherlands

Food flavorings, extracts. Exclusive agency. Martex Essence Fabriek (manufacturer), 125-27 Lange Beestenmarkt, The Hague. WTD 11/13/62.

220 Textile Mill Products

Germany

Wool, cotton fabrics; synthetic fabrics for men's, ladies' outerwear. K. & E. Schoene, Industrievertretungen (sales agent), Bad Krozingen/Baden, 26 Friedenstr.

Norway

Quilted, laminated fabrics for winter sportswear. Haalke & Co. (manufacturer's agent), 24 Mollergaten, Oslo. WTD 5/3/61.

Surinam

Popular priced yard goods, textiles; fabrics for women's dresses, cotton khaki, poplin, linen, percale. Darthuizen's Agencies (importing distributor, commission merchant, wholesaler), Keizerstraat 65 or P.O. Box 1478, Paramaribo. WTD 9/17/62.

221 Cotton Products

France

Printed cotton goods. Exclusive agency. Anciens Ets. Nathan Levy, Tissages de Gerardmer et des Flandres (manufacturer, wholesaler), 28 rue de la Gare, Gerardmer (Vosges). WTD 11/15/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Norway

Synthetic fabrics for production of men's, women's suits. C. Heitmann-Jacobsen (manufacturer's agent), 4 Tollbugaten, Oslo. WTD 11/5/62.

225 Knitwear

Netherlands

Men's sweaters. Fasting Agentuur-en Handelsonderneming (agent), 645 Europalaan, Tilburg.

229 Miscellaneous Textile Goods

Chile

Manila rope. Marcial Loredo A. (importer), 1798 Blanco, Casilla 1955, Valparaiso. WTD 7/20/62.

230 Apparel

France

Robes, wrappers, step-ins, dressing gowns, pajamas, housecoats, bed coats, related garments for men and women; good quality; no knit goods. Ets. Berchon & Fils (manufacturer, wholesaler, exporter), 18 rue Gambetta, Nay, Bassess-Pyrenees. WTD 10/19/62.

Netherlands

Men's quality sports jackets, slacks, informal wearing apparel. Fasting Agentuur-en Handelsonderneming (agent), 645 Europalaan, Tilburg.

Norway

Waterproof garments for men, women, teenagers. Hans O. Jonassen (manufacturer's agent), 22-28 Skippergaten, Oslo. WTD 10/1/62.

cleaning detergents, petroleum derivatives; cosmetics, shampoos. Compagnie Belge des Sels (importer, wholesaler), 101-2 rue du Chemin Vert, Lodelinsart, Brussels. WTD 11/16/62.

285 Paints, Varnishes, Lacquers, Enamels

Belgium

Paints; indoor, outdoor. Compagnie Belge des Sels (importer, wholesaler), 101-3 rue du Chemin Vert, Lodelinsart, Brussels. WTD 11/16/62.

287 Agricultural Chemicals

Belgium

Insecticides. Compagnie Belge des Sels (importer, wholesaler), 101-3 rue du Chemin Vert, Lodelinsart. WTD 11/16/62.

292 Paving, Roofing Materials

Belgium

Asphalt coatings. Compagnie Belge des Sels (importer, wholesaler), 101-3 rue du Chemin Vert, Lodelinsart. WTD 11/16/62.

311 Leather Tanning, Finishing

Netherlands

All kinds of leather, raw materials for manufacture of footwear, leatherware. C.V.J. Wildeman & Co. (importing distributor), 2 Tuinstraat, Waalwijk.

313 Boot, Shoe Cut Stock, Findings

Netherlands

All kinds of findings, accessories for shoe, leatherware industry. C.V.J. Wildeman & Co. (importing distributor), 2 Tuinstraat, Waalwijk.

342 Cutlery, Handtools, General Hardware

Cambodia

Repair kits for electrical equipment such as radios, tape recorders, film projectors; requests offers, correspondence also be addressed to J. Kimatrai & Co., 22-24 Duong Phan Boi Chau, P.O. Box 262, Saigon, South Viet-Nam. J. Kimatrai (importer, exporter), 3 Vithei Prey Noker 3, Phnom Penh. WTD 9/2/60.

Germany

Do-it-yourself kits for household repairs; requests replies in German. Rolf Koenig (agent), 12 Gueterhallenstr., 68 Mannheim.

343 Heating Apparatus

Netherlands

Gas conversion burners. Exclusive agency. Schaeffer & Budenberg (manufacturer, wholesaler), 4 Van De Spiegelstraat, The Hague. WTD 1/31/62.

349 Miscellaneous Fabricated Metal Products

Netherlands

Control valves, hydraulic and pneumatic, automatic regulating valves, diaphragm and float actuated. Exclusive agency. Schaeffer & Budenberg (manufacturer, wholesaler), 4 Van De Spiegelstraat, The Hague. WTD 1/31/62.

351 Engines, Turbines

Belgium

Diesel, marine motors. Ets. Peeters-Berms & Co. SA (importer, exporter, processor), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

Chile

Spare parts for diesel marine engines; marine equipment for purse seiners. Recabarren y Cia., Ltda. (importer, wholesaler, sales agent), Av. B. O'Higgins 1302, Oficinas 41 y 43, Casilla 1961, Santiago. WTD 5/25/62.

Pakistan

Diesel engines. Consolidated Commercial Co., Ltd. (importer, retailer, wholesaler, commission merchant, manufacturer's agent), Garden Rd., P.O. Box 7217, Karachi. WTD 10/26/62.

352 Farm Machinery, Equipment

Chile

Agricultural machinery. SAC Herman-Gastellu (importer), 120 Rengo, Casilla 15-C, Concepcion. WTD 6/18/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Pakistan

Heavy earthmoving equipment. Consolidated Commercial Co., Ltd., (importer, retailer, wholesaler, commission merchant, manufacturer's agent), Garden Rd., P.O. Box 7217, Karachi. WTD 10/26/62.

354 Metalworking Machinery, Equipment

Germany

Machine tools: Lathes, turret lathes, milling machines, thread cutting machines, milling cutters, screw taps, cutting tools; requests replies in German. Gustav Huygen (sales agent), Kappelrodeck/Baden, Eichenwaeldle. WTD 6/29/62.

Israel

Metalworking pneumatic, hydraulic tools. Gedalia Mozes (agent), 24 Jaffa Rd., or P.O. Box 1453, Haifa. WTD 11/14/62.

Netherlands

Gas regulators. Exclusive agency. Schaeffer & Budenberg (manufacturer, wholesaler), 4 Van De Spiegelstraat, The Hague. WTD 1/31/62.

355 Special Industry Machinery

Chile

Machinery for fish canning, fishmeal industries. Equipos y Accesorios Nauticos Sociedad Limitada-Nautiquipo (importer), 170 Av. Bulnes, Santiago. WTD 8/24/62.

Netherlands

Dosing pumps for chemical, pharmaceutical, food industries; high quality precision apparatus for dispensing very small quantities of fluids, solids, such as thousandth of unit of fluid or powered material to be mixed with other materials. Mijnssen & Co. NV (manufacturer's agent), 205 Keizersgracht, Amsterdam. WTD 7/31/62.

Switzerland

Special machinery for chemical, plastic goods processing industries. Max G. Olivier & Co., Technical Office for Machines & Apparatus (importing distributor), Merkurstrasse 36, Zurich 7/32. WTD 10/29/62.

356 General Industrial Machinery

Belgium

Industrial machinery. Ets. Peeters-Brems & Co. SA (importer, exporter, processor), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

Netherlands

Jet pumps used to create vacuum in pipeline system, operated by water or steam. Mijnssen & Co. NV (manufacturer's agent), 205 Keizersgracht, Amsterdam. WTD 7/31/62.

Norway

Liquid gas cargo pumps; high pressure pumps for cleaning ship hulls, tanks. A.B. Morch & Co. (manufacturer's agent), 13 Observatoriegate, Oslo. WTD 10/22/62.

357 Office, Computing, Accounting Machines

Germany

Office equipment; requests replies in German. Rolf Koenig (agent), 12 Gueterhallenstr., 68 Mannheim.

358 Service Industry Machines

Austria

Coin-operated refrigerated bottled beverage vendors. Exclusive agency. Hellmuth H. Hentz (importer, wholesaler, agent), Goldschmiedgasse 10, Vienna I. WTD 11/6/61.

Chile

Cold storage machinery for use on ships. Equipos y Accesorios Nauticos Sociedad Limitada-Nautiquipo (importer), 170 Av. Bulnes, Santiago. WTD 8/24/62.

Pakistan

Air conditioning equipment. Trade Linkers (commission merchant, manufacturer's agent), 14-15 Motan Bldg., Bunder Rd., Karachi. WTD 10/3/62.

Water treatment, conditioning plants. B.R. Herman & Mohatta, Ltd. (importer, wholesaler, manufacturer, commission agent, manufacturer's agent), corner old Queens Rd. & Wood St., P.O. Box 4660, Karachi. WTD 11/6/62.

362 Electrical Industrial Apparatus

Germany

Electric motors; requests replies in German. Rolf Koenig (agent), 12 Gueterhallenstr., 68 Mannheim.

363 Household Appliances

Italy

Household appliances, particularly refrigerators, electric and gas kitchen stoves, vacuum cleaners. Ditta Gaspare Provenza (manufacturer's agent), Via Gaspare Palermo 13, Palermo, Sicily.

364 Electric Lighting, Wiring Equipment

Indonesia

Lamps. Sundries Dept., P.N. Fadjar Bhakti (importing distributor), 12-14 Djalan Malaka, Djakarta. WTD 7/6/61.

366 Communication Equipment

Lebanon

Telecommunication equipment; requests replies from manufacturers only. Near East Resources (importing distributor, manufacturer's agent, commission merchant), P.O. Box 966, Graham Station, Beirut. WTD 11/19/62.

Pakistan

Communications, broadcast transmitters, receivers. Modern Trading Co.

(manufacturer's agent), P.O. Box 7103 or Ghafur Chambers, Victoria Rd., Karachi. WTD 10/29/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Belgium

U.S. motorcars. Ets. Peeters-Brems & Co. SA (importer, exporter, processor), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

Israel

Metalworking tools, technical supplies for garage workshops. Gedalia Mozes (agent), 24 Jaffa Rd. or P.O. Box 1453, Haifa. WTD 11/14/62.

Spain

Automobile spare parts, accessories. Carlos Picatoste M. (commission merchant), Goya 69, Madrid. WTD 11/8/62.

372 Aircraft, Parts

Belgium

Aeronautical supplies, equipment, such as capacitors (mica and ceramic, low-high and very high tension); resistors, R.W.W.; carbon films; agglomerated carbon, R.C. molded; electronic tubes, panel meters (measuring instruments). Avi-Elec, S.A. (importer), 7 Blvd. General Jacques, Brussels. WTD 11/9/62.

Lebanon

Aviation equipment; requests replies from manufacturers only. Near East Resources (importing distributor, manufacturer's agent, commission merchant), P.O. Box 966, Graham Station, Beirut. WTD 11/19/62.

373 Ship, Boat Building, Repairing

Chile

Ships, boats. Equipos y Accesorios Nauticos Sociedad Limitada-Nautiquipo (importer), 170 Av. Bulnes, Santiago. WTD 8/24/62.

375 Motorcycles, Bicycles, Parts

France

Amusement, racing carts, with semi-pneumatic or pneumatic tires, accessories; replacement tires, high speed 2 cycle racing engines. Philippe Galloy (sales agent, retailer), 211 rue d'Arcachon, Gazinet, Gironde. WTD 10/31/62.

383 Optical Instruments, Lenses

Switzerland

Optical goods. Phoenix Handels-und Fabrikations AG (importer, wholesaler), P.O. Box 2876, Zurich 23. WTD 10/25/62.

384 Surgical, Medical, Dental Instruments, Supplies

Chile

Dental supplies. Exclusive agency. Carlos Pentz R. (importer), 72 Matias Cousino, Casilla 2839, Santiago. WTD 7/20/62.

386 Photographic Equipment, Supplies

Pakistan

Portable sound film projectors, 35 mm. Modern Trading Co. (manufacturer's agent), P.O. Box 7103 or Ghafur Chambers, Victoria Rd., Karachi. WTD 10/29/62.

Switzerland

Photographic equipment. Phoenix Handels-und Fabrikations AG (importer, wholesaler), P.O. Box 2876, Zurich 23. WTD 10/25/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Pakistan

Small cars, commercial vehicles. Consolidated Commercial Co., Ltd. (importer, retailer, wholesaler, commission merchant, manufacturer's agent), Garden Rd., P.O. Box 7217, Karachi. WTD 10/26/62.

372 Aircraft, Parts

Pakistan

Aircraft spare parts. Consolidated Commercial Co., Ltd. (importer, retailer, wholesaler, commission merchant, manufacturer's agent), Garden Rd., P.O. Box 7217, Karachi. WTD 10/26/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

Flow recorder-controller system gas, oil; gas meters. Exclusive agency. Schaeffer & Budenberg (manufacturer, wholesaler), 4 Van De Spiegelstraat, The Hague. WTD 1/31/62.

384 Surgical, Medical, Dental Instruments, Supplies

Belgium

Reviving, rescue apparatus. Produits Phar SA (manufacturer), 876 chaussee d'Alsemberg, Brussels. WTD 11/16/62.

Netherlands

Hospital beds, adjustable electrically, electrohydraulically, pneumatically. Exclusive agency. Handelsmaatschappij Transmark NV (importer, wholesaler), 57 Hooftlaan, Bussum. WTD 4/25/62.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Indonesia

Watches. Sundries Dept., P.N. Fadjar Bhakti (importing distributor), 12-14 Djalan Malaka, Djakarta. WTD 7/6/61.

394 Toys; Amusement, Sporting, Athletic Goods

Chile

Professional diving equipment. Equipos y Accesorios Nauticos Sociedad Limitada-Nautiquipo (importer), 170 Av. Bulnes, Santiago. WTD 8/24/62.

Indonesia

Plastic toys. Sundries Dept., P.N. Fadjar Bhakti (importing distributor), 12-14 Djalan Malaka, Djakarta. WTD 7/6/61.

Switzerland

Sporting goods, fishing tackle. Phoenix Handels-und Fabrikations AG (importer, wholesaler), P.O. Box 2876, Zurich 23. WTD 10/25/62.

395 Office Materials

Germany

Office supplies; requests replies in German. Rolf Koenig (agent), 12 Gueterhallenstr., 68 Mannheim.

399 Miscellaneous Manufacturing Industry Products

Indonesia

Cigarette lighters, flints. Sundries Dept., P.N. Fadjar Bhakti (importing distributor), 12-14 Djalan Malaka, Djakarta. WTD 7/6/61.

Netherlands

Brooms, brushes, except power driven. Exclusive agency. O. Rubingh's Borstelfabriek (importer, manufacturer), 18 Julianastraat, Meppel. WTD 11/13/62.

509 Miscellaneous Wholesale Products

Chile

Marine equipment for purse seiners, ship chandlers' supplies for small craft, marine paints, lubricants. Recabarren y Cie., Ltda. (importer, wholesaler, sales agent), Av. B. O'Higgins 1302, Oficinas 41 y 43, Casilla 1961, Santiago. WTD 5/25/62.

Leads for Importers

Commodities are offered direct unless specified.

195 Small Arms

Spain

Hunting guns, revolvers, pistols. Gloex (manufacturer, exporter), Paseo de Gracia 69, Barcelona 8, Spain. WTD 2/2/62.

206 Sugar

Philippines

★★ Castor oil, 100 tons per month; coconut lubricants, 30 tons per month; copra meal, 100 tons per 45 days. R.F. Cabuhan, 312-A Quisumbing Bldg., Dasmarinas St., Manila. NCIA. I.R.-444.

221 Cotton Mill Products

France

Printed cotton goods, sheets. Direct or through agent. Anciens Ets. Nathan Levy, Tissates de Gerardmer et des Flandres (manufacturer, wholesaler), 28 rue de la Gare, Gerardmer, Vosges. WTD 11/15/62.

233 Women's, Misses', Juniors' Outerwear

Philippines

★★ Contract sewing on children's dresses. Atlas Metal Windows & Doors, 1788 Malabon, Manila. WTD 1/2/62. I.R.-497.

259 Miscellaneous Furniture, Fixtures

France

Furniture of metal, wood, glass, plastic for home, office, store, hospital, school. S.A. Charron (manufacturer), 3ter blvd. de Charonne, Paris. WTD 9/28/62.

283 Medicinal Chemicals, Botanical Products

France

Hormone products derived from chemical waste. Laboratoire Theramex (manufacturer), 4 rue des Lilas, Monte Carlo, Monaco. WTD 11/15/62.

Korea

Agar-agar. Direct or through agent. Korea Trade Promotion Corp., 25, 2-ga, Jeo-dong, Joong-gu, Seoul.

284 Cleaning Preparations

Germany

Floor cleaning aids, such as mops, cleaning pads of wire and/or plastics. Direct or through agent. Vereinigte Mop-Werke Gebr. Salmon/Ostermann & Sohn KG (manufacturer), Kiesweg 2-4, Wertheim/Main.

288 Chemical Products

Philippines

★★ Natural vanilla extracts. Nomar Chemical Product, Inc., 1388 Samson Rd., Caloocan City. NCIA. I.R.-474.

329 Abrasive Products

Belgium

Whetstones for whetting all kinds of steel cutting tools, made from natural stones from Belgian quarries, especially suitable for whetting razors, scalpels, other surgical instruments requiring special whetting stones. Maison Desire Parmentier (manufacturer, wholesaler), Mont-le-Banlez Gouvy. WTD 11/9/62.

Canada

Surplus asbestos siding shingles; up to 12,000 squares; first class, second. Pan-Am Iron & Metal Corp. (commission merchant, broker), 4135 Notre Dame St. E., Montreal 4, Quebec. WTD 11/21/62.

356 General Industrial Machinery, Equipment

Philippines

★★ Foundry offers service of metal fabrication for U.S. companies. Pacific Engineering Co., Inc., 377 Nepomuceno, Manila. WTD 1/22/62. I.R.-449.

369 Miscellaneous Machinery, Equipment, Supplies

France

Rotary machines, electric motors, transformers, generators, related equipment. L.M.B., Constructions Electriques, Electro-Mecaniques et Electroniques (manufacturer, exporter), Usine de Malemort, Correze. WTD 7/10/51.

375 Motorcycles, Bicycles, Parts

Netherlands

RAP motorized bicycles (mopeds). Direct or through agent. R.S. Stokvis & Zonen N.V. (manufacturer), Export Dept., 3 Heiman Dullaertplein, P.O. Box 426, Rotterdam 6. WTD 8/20/62.

396 Costume Jewelry, Novelties

Philippines

★★ Mother-of-pearl costume jewelry, fancies; mother-of-pearl jewelry made to specifications. Umble & Icini, P.O. Box 30, Quezon City. NCIA. I.R.-461.

398 Manufacturing Industry Products

Philippines

★★ Shell lamps, wood handicraft items. Malaysia Products Corp., 301 El Hogar Filipino Bldg., 115 Juan Luna, Manila. WTD 5/10/60. I.R.-441.

★★ Powdered coconut shell suitable for filler, 200-400 mesh, 15¢ lb., f.o.b. Manila, packed in No. 50 multiwalls bags. Philippine Fiberglass Corp., 99 Riverside, San Juan, Rizal. NCIA. I.R.-512.

Tanganyika

Gifts, novelties, souvenirs: Wooden handcarved figures of African origin; other handcarved articles for table, house decoration, polished, unpolished; up to 1,000 pieces; fine quality. Abdulla Trading Co. (manufacturer, exporter), P.O. Box 2733, Dar es Salaam. WTD 11/20/59.

399 Manufacturing Industry Products Not Elsewhere Classified

England

Special purpose mercury-zinc, nickel-cadmium batteries; nucleonic, electronic equipment; light airborne telecommunication equipment; search, rescue beacons; RF plugs, sockets. Direct or through agent. Particularly interested in concluding reciprocal agreement with U.S. firm for sale of products in U.S., and American electronic equipment complementary to their own in U.K. Burndept. Ltd. (manufacturer), Riverside Bldg., High St., Erith, Kent. WTD 2/28/62.

France

Hatmakers' thermoplastic cones, related supplies, orlon, crylor, angora. Direct or through agents. Ets. A. Crosnier (manufacturer, exporter, wholesaler), 1 ave. Charles-Touzet, Jurancon, Basses-Pyrenees. WTD 11/6/62.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Dry Goods and Clothing Importers and Dealers—Netherlands Antilles, September 1962.
Furniture Manufacturers—Mexico, October 1962.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Product Importers and Dealers—Malaya, September 1962.
Hardware Importers and Dealers—Pakistan, September 1962.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Guatemala, October 1962.
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—United Kingdom, September 1962.
Machinery Equipment and Supply, Electrical Importers and Distributors—New Zealand, October 1962.
Metallurgical and Metalworking Plants—Pakistan, September 1962.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Thailand, October 1962.
Provision Importers and Dealers—Hong Kong, October 1962.
Provision Importers and Dealers—Japan, October 1962.

Conveyor, elevator, chute deadline extended by India

The Commissioners for the port of Calcutta have announced that the bid deadline for 6 swing chain tray conveyors, 6 electric case elevators, and 6 gravity spiral chutes has been extended from Nov. 9 to Dec. 21. (INTERNATIONAL COMMERCE, Oct. 22, p. 48.)

India extends bid date on storage warehouses

Bid deadline for construction of 4 flat storage warehouses for bulk wheat has been extended from Nov. 20 to Dec. 20 by the India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., ref. D/ENQ/478 to 481. (INTERNATIONAL COMMERCE, July 9, p. 22; Sept. 3, p. 35.)

NORWAY: PEARS, APPLES

Norway has removed seasonal import restrictions on fresh pears as of Dec. 17, 1962, and on fresh apples as of Feb. 18, 1963, according to the U.S. Embassy in Oslo. The removal of these restrictions is expected to remain in effect until June 30, 1963.

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Calendar *for international traders*

December

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

10—Profits in Export Conference, **Paterson/Passaic, N.J.** Sponsors, Paterson Chamber of Commerce, Passaic Chamber of Commerce, New York Field Office.

11—Monthly meeting of the Automotive Exporters Club of Chicago, **Chicago, Ill.**

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

12—Second Lafayette Export Conference, **Lafayette, La.**

12—Assn. of Industrial Advertisers and Sales Meeting Magazine Luncheon Commodore Hotel, **New York, N.Y.**

12—Export-Import Club Meeting, **Columbus, Ohio;** Topic: "Latin America".

13—Luncheon Meeting, Overseas Automotive Club, Shelburne Hotel, **New York, N.Y.**

13—Luncheon meeting of the International Trade Club, **Chicago, Ill.**

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

19—Executive Forum On Export Expansion, **Chicago, Ill.** Sponsor: Economics Council of the Chicago Trade Assn.

January

5—Jacksonville World Trade Night, Robert Meyer Hotel, **Jacksonville, Fla.** 8:00 P.M. Sponsors: REEC and local civic bodies.

9—Export Trade Seminar, Opening Session (8 weeks), **Jacksonville, Fla.** Sponsors: Jacksonville Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce, Jacksonville office.

10—Forecasting Conference of Chamber Commerce of Greater Philadelphia, **Philadelphia, Pa.** Speaker: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Affairs.

14—Export Trade Seminar, Opening Session (9 weeks), **Pensacola, Fla.** Sponsors: Adult Distributive Education Division, Escambia Board of Public Instruction; Pensacola Port Authority; Pensacola Chamber of Commerce; Industrial Management Assn.; and, U.S. Department of Commerce, Jacksonville Field Office.

15—First Monroe Conference on Exports, **Monroe, Louisiana.** Speaker: The Honorable Charles M. Meriwether, Director, Export - Import Bank of Washington. Sponsors: Northeast Louisiana State College; Louisiana-Mississippi Regional Export Expansion Council; Monroe Chamber of Commerce; Small Business Administration; U.S. Department of Commerce.

17—Businessmen's Conference of U.S. Trade Mission to Italy; **New York, N.Y.** Sponsor: U.S Department of Commerce.

17—Second Export Trade Workshop, **Hartford, Conn.**

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

22—Businessmen's Conference of U.S. Trade Mission to Japan; **Cleveland, Ohio.** Sponsor: U.S. Department of Commerce.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

25—Businessmen's Conference of U.S. Trade Mission to Spain; **Ft. Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

February

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

14—Meeting of the World Trade Club of Denver, **Denver, Colo.**

March

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.**

April

15-16—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

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